Buick Electra half top

E&G Classics, Inc., is marketing this half top for the '85 front-wheel-drive Buick Electra. The firm is in Columbia, Md.

DeLorean's attorneys move for dismissal

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES.—Defense attorneys began cross-examining the first government witness in the John Z. DeLorean drug trafficking trial here and moved for dismissal after they learned the FBI agent in charge of the sting operation threw away some of his original notes for the case.

Benedict Tisa, an FBI agent who posed as a crooked banker under the name James Benedict, admitted that he "probably threw away" some notes from the case.

That admission came under intense questioning by Howard Weitzman, who was trying to determine the cause of inconsistencies in the government-produced notes and reports on the case.

Weitzman noted that some of the documents carried date notations of 1983 rather than 1982. The entire investigation was conducted during 1982.

Tisa said the errors came while he was transcribing notes for the government last year.

Judge Robert M. Takasugi took the defense motion under consideration and had yet to rule by presstime.

Earlier in the week, Tisa concluded his testimony for the government by playing audio and video tapes that showed DeLorean seeking funds for his faltering auto company.

• The tapes also detailed the involvement of John Valestra, another undercover agent, who posed as John Vincenza, an underworld drug dealer, who would receive half the stock in DeLorean Motor Co. by investing up to $60 million in drug funds in the company.

Government tapes also showed DeLorean contacting William M. Hetrick, who was also netted in the sting operation, and telling him to go ahead and pick up "monkeys," a codeword for kilos of cocaine.

The last videotape shown by the prosecution was the now-famous tape showing DeLorean toasting the drug deal with undercover agents and calling the cocaine "better than gold" and saying that the drug deal came "in the nick of time."

That tape was made just moments before the former auto maker was arrested on drug conspiracy charges Oct. 19, 1982, at the Sheraton Plaza la Reina at the Los Angeles airport.

DeLorean's attorneys contend that the last tape was staged in that DeLorean came to Los Angeles seeking funds for his car company and was not expecting to see or deal with any drugs and that the government brought the 55 pounds of cocaine into the room only to make it appear that their client was committing a crime.

The government, although it agrees that DeLorean was not expecting to see the drugs, said it used the cocaine to gather additional evidence against DeLorean and to gauge the former auto maker's reaction to the drugs as it related to the deal.

Safety group warns owners of 1981-83 X-cars

WASHINGTON. — The Center for Auto Safety has issued a consumer advisory telling owners of some 1.5 million 1981-83 General Motors X-body cars to be extra careful in braking on slick roads and to take these cars into GM dealers to check front-brake caliper-pin corrosion.

The center cited 1,000 reports of spin-out after braking and said these cars — with 19 reported deaths — are almost as deadly as the much publicized 1.1 million '80 GM X-body cars, now involved in a trial in Federal court.

The center also attacked NHTSA for "similar footdragging" on these later X-body cars and for not issuing a governmental consumer advisory.

GM issued a strong reply to the center's action.

A GM spokesman said, "There is no safety-related problem due to caliper-pin corrosion on the 1981-83 X-cars."

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59th year — No. 5020

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Profit reported; convertible unveiled

AMC enjoys festive annual meeting

By Kathleen Hamilton
Financial Editor

TOLEDO.—Even without the chairman and president touring the auditorium in a new convertible, last week's annual meeting of American Motors stockholders had to be the most upbeat in four or five years. There were profits to report.

But the red Alliance convertible didn't hurt the mood. Driven by President Jose Dedeurwaerder, it was a prototype of what will be coming off the Kenosha (Wis.) line in the summer of 1984.

The last time AMC built a convertible was 17 years ago: The 1968-model Rambler Rebel SST. Although the Alliance was designed with help from ASC (American Sunroof), Southgate, Mich., it will be built on the AMC line with regular Alliances.

The new 1.7-liter four-cylinder engine, which will be an option on Alliance and Encore in 1985, will be standard equipment on the convertible. The two-door convertible will be offered in two equipment levels. Upscale DL and lower-line L.

Although AMC officials wouldn't give price tags, they said they would be competitive with the Chevrolet Cavalier, Pontiac 2000 Sunbird and Volkswagen Rabbit convertibles. That would put the Alliance convertible in the $11,000 to $12,000 range.

Sales are expected to be 7,000 to 8,000 in the first year, Dedeurwaerder said. Renault will not be offering a similar model.

The top is electrically operated. Tonneau cover is soft. Front shoulder harnesses fit into a widened area behind the B-pillar. That means rear passenger seating is reduced from three to two. Extra reinforcement will increase body weight slightly, an AMC spokesman said.

AMC also is looking at ideas for a minivan, Dedeurwaerder told reporters after the meeting. It would be "significantly" different from offerings of other makers and could be ready for production 18 months after a decision is made, he said.

He ruled out a derivation of the Alliance platform. That probably leaves a version of a Renault minivan that is in the works for Europe.

During the meeting, Chairman J. Paul Tippett told shareholders that, "barring major surprises in areas beyond our control—such as interest rates, inflation and general consumer confidence—we expect to be profitable for 1984 as a whole, although there could be a quarter where we break even or have a slight loss."

• Gains still have to be made in product, market position and profitability, he said. Dividends will not be paid this year, in order to funnel money into product development, he said later.

A proposal by stockholder Evelyn Y. Davis, to ensure corporate non-partisanship in political matters, received 2.8 percent of stockholder votes despite the fact that the person who introduced it for her said he was voting against it.

Davis wasn't at the meeting, and Tippett found someone to second the proposal only after telling shareholders that SEC rules demanded a second for the proxy proposal.

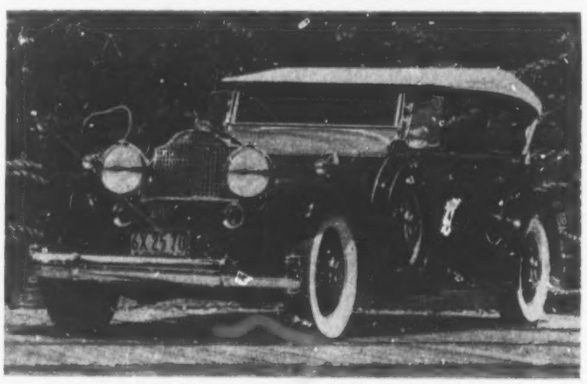
A proposal by shareholder Carl Olson to refuse to trade with Communist facilities using forced labor got 2.0 percent of the vote. The proposal was aimed at AMC's joint venture with China and with Renault's contract to build a plant in the Soviet Union. Renault owns 46 percent of AMC. Tippett said AMC doesn't trade with anyone using forced labor.

The 14 AMC directors were reelected overwhelmingly, and Touche Ross & Co. was returned as auditors.

FTC chairman is cleared in GM defect case

The Chairman of the FTC did not abuse the discretion vested in him because he participated in settling a GM defect case even though he had some two years before received from GM some $75,000 for work done in unrelated areas.

Federal Judge Harold H. Greene, in a case brought by the Center for Auto Safety, stopped short of disqualifying James C. Miller III and thus failed to send the GM transmission/diesel/camshaft case back to FTC. It is now being settled by arbitration before local Better Business Bureaus. An appeal is always possible.



Autos of 1932

A Packard Dual-Cowl Phaeton is one of a dozen automobiles from 1932 which will be featured June 1-Oct. 14 at the Natural History Museum, Los Angeles, as part of a series of exhibits commemorating the Xth Olympiad and the lifestyle of the period.

Deal's groundbreaking turns into an inside job

BEDFORD, O. — Participants in Bedford Toyota-Volvo's groundbreaking did not allow a little rain to spoil their parade.

Forced indoors by the weather, they ceremonially turned the first shovelfuls of dirt in a wheelbarrow inside the dealer's existing showroom.

In San Francisco area

Dealers escape earthquake damage

By Joseph Bohn
Marketing Editor

Fortune seemed to be smiling on California car dealers. Some of them might have lost a sale, but they suffered no real damage from last week's earthquake in the San Francisco area.

Most of the quaking occurred in the Morgan Hill area. There, Don Murtos Chevrolet had the "scary experience" of "cars jumping up and down" but no physical damage, according to Len Lofano, general manager.

"They (cars) didn't jump that high — probably no more than an inch or two," Lofano said, indicating no damage beyond a few bins in the parts department falling over.

Eight miles away in Gilroy, Calif., Marx Chevrolet-Buick had a power outage for about three hours, losing phone contact, but also escaping any real damage.

• "We didn't sell any cars yesterday (April 24) afternoon," said Bill Hija, general manager. "People were more concerned about damage to their homes." But none of the dealers in Gilroy really encountered any substantial damage, he added.

Farther away, in San Jose, Courtesy Chevrolet lost its phone contact for half an hour, and "that was all," said Charles Peradotto, general sales manager.

In San Mateo, European Volvo had "no damage that I know of," according to a dealership salesperson.

In Hollister, Calif., at Tipton Motor Sales, Jim Cangiamilla, sales manager, said "the only thing we had around here was a (damaged) restaurant. We were shaken up pretty good, but other than that it was all right."

"Most of these buildings can pretty much take a quake," he said.

"I talked to several dealers. They said they were shaken up pretty good, but didn't have any real problems," he concluded.

Worldwide partnership being formed

Dana, ZF to merge transmission units

TOLEDO. — Dana Corp. here and Zahnradfabrik Friedrichshafen (ZF) of West Germany, one of Europe's biggest transmission makers, have agreed in principle to merge truck transmission operations worldwide.

They are forming a partnership called ZF-Spicer International. Completion of the amalgamation is expected to take three to four months.

North American operations will be headquartered here under under ZF-Spicer North America. Other operations will be based in Friedrichshafen, Germany, Dana said.

The form and amount of capitalization has not been determined, Dana said. Each company will transfer to the partnership its truck transmission manufacturing facilities. ZF International will have eight plants in four countries, Dana said.

Regional subsidiaries will be responsible for manufacturing and marketing highway truck transmissions within their geographic areas.

Referring to the increasingly international nature of the truck market, Gerald B. Mitchell, Dana chairman and chief executive officer, said: "The only way a component supplier will be able to serve this market is to become an international supplier on a major scale. Our customers have asked us to do just this."

Component manufacturers must be able to produce where trucks are made if they are to survive, he said.

• Mitchell said costs of product development to meet world needs region by region would be huge and essentially unproductive. "This is a good venture for ZF and Dana and for the people of both companies," he said.

ZF is an important maker of passenger-car transmissions for the European market. The partnership involves truck transmissions only, the companies said.

"ZF's strengths lie in synchronized heavy-duty transmissions and automatic and manual transmissions for light trucks. Dana's lie in synchronized medium-duty and non-synchronized heavy-duty transmissions," he said.

"Dana gains access to a first-class product line which meshes nicely with our existing products — basically without duplication — and the ability to manufacture our products in Brazil and on the European continent where our customers want them produced.

"ZF gains a marketing and manufacturing position in North America and the United Kingdom which will benefit that company," Mitchell said.

• Mitchell pointed to international ownership of several truck makers which are Dana and ZF customers. He mentioned Renault and Mack, Volvo and White, Mercedes and Freightliner.

He said International Harvester, General Motors and Iveco are developing international marketing strategies.

Dana facilities included in the deal are in Toledo; Jonesboro, Ark.; Knoxville, Tenn., and Wolverhampton, England. ZF's include those in Freidrichshafen and Sorocada, Brazil.

Dana said approval by several government agencies in the countries involved is required as is further negotiation of a definitive agreement between the two companies.

'84-model Jeep sales exceed full '83 total

SOUTHFIELD, Mich. — American Motors said last week that Jeep sales for the first 6½ months of the '84 model year surpassed the total for the entire '83 model year.

The company said that model-year sales through April 20 totaled 70,756, compared with 69,738 for the full '83 model year.

Dealers snap up Maratonas

In its first try at a U.S.-modified version of the GTV-6 coupe, Alfa Romeo North America scored a sellout: All 150 Maratonas were sold during recent dealer business meetings. Here, Lee Hjelsand, dealer in Belmar, N. J., hands his order form to Sales Director Joseph E. Cooley Jr. New York-New Jersey District Sales Manager William Allan looks on. The Maratona, featuring special aluminum wheels and U.S.-made plastic spoiler and hood, is $21,750.

Ford 2nd-quarter profit sets second record in row

By Kathleen Hamilton
Financial Editor

Ford Motor Co. set its second straight quarterly profits record by announcing first quarter profits of $897.2 million ($4.90 a share).

It was four times the 1983 first-quarter net income of $211.2 million, and a significant improvement over the old record, set in the final quarter of 1983, of $781 million.

Sales also set a record for any quarter: $13.01 billion, up 30 percent from the year-earlier $10.04 billion. The old sales record was $12.58 billion, set in the first quarter of 1979.

Unit sales rose 25 percent above the year-earlier total of 1.14 million cars and trucks to 1.42 million.

Ford's U.S. unit sales rose 44 percent to 816,603; outside the U.S., unit sales were up 6 percent.

Ford turned from a net payer of interest to a net receiver during the year. Last quarter, it received $41.2 million more than it spent on interest; one year earlier, its payments exceeded interest income by $42.5 million.

Its cash balance more than doubled, from $1.67 billion at the end of the first quarter of 1983 to $4.35 billion at the end of the most recent quarter.

Ford said its profit outside the U.S. more than doubled, from $100 million to $214 million. The turnaround is good news for Ford, because its foreign operations had been less profitable last year than in 1982.

Top sales post at Toyota goes to McCurry

TORRANCE, Calif. — Toyota Motor Sales, USA, Inc., has named Robert B. McCurry, 60, to the new position of group vice president — sales, marketing and distribution.

Robert B. McCurry

McCurry had served as general manager of Toyota's Los Angeles region since Jan. 1, 1982.

Prior to joining Toyota, he spent 28 years as a sales executive with Chrysler Corp. He was group vice president in charge of North American sales, parts and service when he left Chrysler in 1978.

After his departure from Chrysler, he became general manager of Mid-Atlantic Toyota Distributors, Inc., a privately owned Toyota distributorship serving five states and the District of Columbia.

McCurry's appointment is one of several executive assignments and organizational changes which become effective tomorrow (May 1).

Max Jamiesson, 51, formerly vice president, division manager in the sales department, has elected to take early retirement from Toyota.

Harold A. Bracken was named to fill the new position of group vice president, parts and service. Bracken, who was previously group vice president, sales and distribution, has been with Toyota since 1972. Prior to that, he was with Gulf States Toyota, a private Toyota distributorship in Houston, and with Ford Motor Co.

McCurry and Bracken will report to TMS/USA President Yukiyasu Togo.

New positions and executives reporting to McCurry are:

Robert A. McMillan, vice president, sales — Toyota Motor Distributors, who will oversee the nine Toyota regions. His previous position was vice president, distributor operations.

Hiroshi Imai, vice president, sales — private distributors, is responsible for private distributor operations. He previously was vice president, sales coordination.

C. Bruce Campbell, corporate manager — Vehicle Processors, Inc., formerly corporate parts manager, is responsible for VPI, a subsidiary of TMS/USA which operates automotive processing facilities.

• Also reporting to McCurry are Warren E. Christell, vice president marketing; Alvin E. Hagen, vice president dealer development; E. Barney Brogan, corporate public affairs manager, and James E. Press, corporate distribution and planning manager.

New positions and executives in the parts and service departments reporting to Bracken are:

Robert W. Schrandt, corporate customer relations manager, formerly corporate service manager.

Robert E. Bennett, corporate service manager, formerly national technical services manager.

Richard J. Gallio, corporate

Continued on Page 50, Col. 2

Domestic cars strong, up 33 pct.

January registrations climb 25 pct.

By Jenny L. King
Staff Writer

New-car registrations in January showed a considerable gain over the preceding three years and came within a few thousand units of 1980 and 1979 levels.

According to figures compiled by R. L. Polk & Co., 747,231 new domestic and imported cars were registered in 48 states, with manufacturers' sales records supplying numbers for Oklahoma and New York.

The total was up 25.52 percent from 595,294 in January of 1983 and was the best for the month since the 749,305 recorded in 1980. In 1979, the January total was 753,884.

Domestic registrations the first month of this year were up 33.46 percent over 1983, climbing to 552,284 from 413,813. Imports, up 7.42 percent from 1983, dropped 4.40 percentage points in market share, falling to 26.09 percent from 30.49 percent last year. This year's registrations were 194,947 compared with 181,481 in January, 1983.

For the month, the Big Three improved their share of the total, while American Motors, the imports and miscellaneous domestics lost stature.

GM was up 1.67 percentage points, to 43.26 percent from 41.59 percent last year. Ford picked up an additional 2.23 percentage points, climbing to 19.34 percent from 17.11 percent, and Chrysler was up 0.87 percentage points, to 9.07 percent from 8.20 percent.

In addition to the imports' 4.40 - percentage - point drop in January, AMC was down 0.34

Continued on Page 47, Col. 1

NEW-CAR MARKET SHARES IN U.S.

JANUARY

	Regis., Jan., 1984	Percent Share of Market	Regis., Jan., 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83
Chevrolet	108,544	14.53	84,821	14.25	+ 0.28
Ford	99,316	13.29	70,799	11.89	+ 1.40
Oldsmobile	80,513	10.77	59,103	9.93	+ 0.84
Buick	62,973	8.43	51,800	8.70	− 0.27
Pontiac	47,395	6.34	32,193	5.41	+ 0.93
Mercury	36,860	4.93	23,696	3.98	+ 0.95
Dodge	25,416	3.40	19,939	3.35	+ 0.05
Cadillac	23,808	3.19	19,662	3.30	− 0.11
Chrysler	21,221	2.84	13,698	2.30	+ 0.54
Plymouth	21,107	2.83	15,186	2.55	+ 0.28
AMC	16,722	2.24	15,412	2.58	− 0.34
Lincoln	8,382	1.12	7,340	1.24	− 0.12
GENERAL MOTORS	323,233	43.26	247,579	41.59	+ 1.67
FORD MOTOR CO.	144,558	19.34	101,835	17.11	+ 2.23
CHRYSLER CORP.	67,744	9.07	48 823	8.20	+ 0.87
AMC	16,722	2.24	15 412	2.58	− 0.34
IMPORTS	194,947	26.09	181 481	30.49	− 4.40
MISCELLANEOUS	27	0.00	164	0.03	− 0.03
Total	747,231		595,294		

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. New York and Oklahoma for 1984 from manufacturers' sales records. Oklahoma '83 figures not available.

C-P extending cut-price offer on child safety seats

DETROIT. — Chrysler-Plymouth is extending its "Handle With Care" child safety seat program, which provides consumers with an opportunity to save on the purchase of a child seat.

It has been extended through July 31, 1984. The original deadline was April 30.

The three seats are: The "Infant Love Seat" for children (from birth to 20 pounds), the Century 200 "Safety Car Seat" (birth to 43 pounds) and the "Safe-T-Rider II" (up to age 10 or 65 pounds).

C-P said 42 states have laws requiring the use of child restraints and/or safety belts for young passengers.

Total is 232,156, highest since 1979

Mid-April car sales rise 22 pct.

By Jenny L. King
Staff Writer

The domestic industry's 22.08-percent sales increase in mid-April brought to 11 the number of consecutive reporting periods in which sales have been up this calendar year.

It was the best April 11-20 total for the home team since 1979 and was more than 40,000 units ahead of the 190,163 retail deliveries a year ago.

The six major domestic auto makers joined forces to sell 232,156 new cars, best for the period since the 246,203 sold in 1979.

Year-to-date sales through April 20 were up 34.97 percent, to 2,437,160 from 1,805,760 last year.

General Motors' 26.48-percent mid-month increase was the largest gain among the Big Three, and Honda, up more than threefold, paced the Little Three. GM reported sales of 143,743 passenger cars, up 30,000 units from 113,651 last year. Honda was up 286.13 percent, to 3,089 from an estimated 800 units a year earlier.

Ford Motor Co. sales of 49,891 were up 18.55 percent from 42,084. Chrysler Corp. reported a 13.40-percent increase, climbing to 28,253 from 24,914. American Motors estimated sales of 5,265 were down 20.23 percent from the year-ago 6,600. Volkswagen reported sales of 1,915 U. S. Rabbits, down 9.58 percent from 2,114.

• GM's share of the market increased to 61.92 percent from 59.77 percent during the period. Ford slipped to 21.49 percent from 22.13 percent. Chrysler was down to 12.17 percent from 13.10 percent. AMC dropped to 2.27 percent from 3.47 percent, VW had 0.82 percent compared with 1.11 percent and Honda grew to 1.33 percent from 0.42 percent.

Among the domestic makes, only AMC and VW were down for April 11-20. AMC plunged 75.00 percent, to 500 from 2,000 last year, and VW was off 9.58 percent, to 1,915 from 2,114.

Plymouth was up 6.37 percent, Chrysler was up 14.74 percent and Dodge was up 19.73 percent. Ford climbed 9.23 percent, Mercury was up 41.92 percent and Lincoln was up 24.24 percent.

At GM, Chevrolet was up 12.86 percent, Buick was up 16.75 percent, Cadillac was up 20.20 percent, Pontiac was up 44.77 percent and Oldsmobile shot up 51.47 percent.

With nine selling days this year and last, the daily rate reflected the totals' comparison: Up 22.08 percent, to 25,795 from 21,130.

Oldsmobile's Cutlass Supreme was the top-selling nameplate for the period with 11,865 units to its credit. Second was Chevrolet Cavalier at 11,706, followed by Chevrolet Celebrity at 10,188, Oldsmobile 88 at 9,278 and Cutlass Ciera at 8,402.

New officers in Eastern Ohio

Fred Martin, second from right, Fred Martin Ford, Austintown, has been named president of the Automobile Dealers Assn. of Eastern Ohio. Passing the gavel to Martin is Bob Eddy, Austintown Chrysler-Plymouth, past president. Serving as officers with Martin are Jack Brownlee, left, Brownlee Pontiac-Subaru, Youngstown, and Robert Sainato, Sainato Motors, Warren, vice president.

AMC makes it two straight with profit for 1st quarter

By Kathleen Hamilton
Financial Editor

American Motors reported a profit of $5.12 million (3 cents a share) for the first quarter, making it two straight quarters of black ink after 14 of red.

The showing was a $71 million turnaround from the 1983 first-quarter loss of $66.08 million ($1.21 a share). And in 1983, AMC still owned its profitable AM General defense subsidiary. So the turnaround in the auto and Jeep sectors was even bigger: $91.58 million.

Sales of $1.08 billion set a record for the quarter for auto and Jeep operations. The old record was $681.65 million, set in the first quarter of 1980. But AMC made only $1.30 million then — about a quarter of its most recent net income total.

AMC paid virtually no taxes for the quarter. It would have paid $3.4 million if it hadn't earned tax credits with its three years of losses. AMC has about $300 million worth of credits and tax-loss-carryforwards left, said Finance Vice President Jean-Marc Lepeu.

Strong Jeep sales were credited for much of the profit.

Unit sales rose 46 percent, from 77,782 to 113,487. Gains were registered in both autos (up 5 percent) and Jeeps (up 206 percent).

AMC Chairman Paul Tippett said the company expects to be profitable this year, although it could slip into the red for a quarter.

AMC's net income is after it expensed out $1.7 million in profit sharing for the employe investment fund. That is a payment toward the $120 million to $150 million in loans and interest payments that AMC expects to be repaying to its employes over a three-year period.

Toyota boosts U.S. car prices average of $310

TORRANCE, Calif. — Toyota Motor Sales has increased U. S. car prices an average of $310, or 3.4 percent. The company attributed the hike to the strengthening of the Japanese yen against the dollar.

Truck prices went up an average of $50, or 0.6 percent, and there was no increase on Standard and Deluxe series trucks with two-wheel drive and manual transmission.

Toyota said the combined car-truck boost averaged $233, or 2.7 percent.

Increases ranged from $150 on the Tercel SR-5 three-door Liftback to $464 on the Cressida four-door sedan and wagon and $470 on the LE Van.

By series, the hikes were: Tercel, $175 or 2.6 percent; Corolla, $276 or 3.9 percent; Celica, $352 or 3.7 percent; Camry, $377 or 4 percent; Supra, $364 or 2.3 percent, and Cressida, $464 or 3.3 percent.

GM Canada donates 'popemobile' parts

OTTAWA. — General Motors of Canada is donating the engines and chassis of two heavy-duty pickup trucks which will be modified to serve as transportation for Pope John Paul II during his visit to Canada Sept. 9-12.

The popemobile will feature protective canopies made of clear plastic laminate.

DOMESTIC SALES

	April 11-20, 1984	April 11-20, 1983
Renault Alliance/Encore	4,765†	4,600†
AMC	500†	2,000†
AMERICAN MOTORS	5,265†	6,600†
Chrysler	9,122	7,950
Imperial	.....	70
Plymouth	8,729	8,206
Dodge	10,402	8,688
CHRYSLER CORP.	28,253	24,914
Ford	31,205	28,567
Mercury	15,191	10,704
Lincoln	3,495	2,813
FORD MOTOR CO.	49,891	42,084
Buick	27,290	23,374
Cadillac	10,138	8,434
Chevrolet	48,728	43,174
Oldsmobile	36,331	23,986
Pontiac	21,256	14,683
GENERAL MOTORS	143,743	113,651
VOLKSWAGEN	1,915	2,114
HONDA	3,089	800†
U. S. INDUSTRY TOTAL	232,156	190,163

† estimated

News roundup

Saab recalls 8,000 cars

ORANGE, Conn.—Saab-Scania of America is recalling mid-1983 Saab 900, 900S and Turbo models because an electrical cable between the alternator and the starter motor may rub against the brake line. Damage to the cable's insulation could cause a short circuit and possibly a fire.

Volvo to launch spending program

GOTEBORG, Sweden. — A $2.5-billion investment program has been announced by Volvo. About half the funds will be spent on product and about half on new facilities, which will have the effect of increasing capacity by 10 percent. The program runs through 1989. "This is easily the company's largest investment program ever," said Roger Holtback, president of Volvo Car Corp. Volvo plans to finance the program itself.

Taiwan begins auto export

TAIPEI, Taiwan.—Hue Loong Motor Co. has exported 100 Sunny 303 sedans to the Dominican Republic. It is Taiwan's first volume export order for passenger cars, although it has exported small numbers of light trucks in the past. Hue Loong is a Nissan licensee.

Saab to build a 900 cabriolet

NYKOPING, Sweden.—The board of Saab Car Division has approved production plans for the cabriolet version of the 900 series. The car will be made from the end of 1985 at the Finnish Unsikakupunki factory on the two-door chassis. The factory already produces the special long-wheelbase 900 known as CD.

Isuzu R-car allotment increased

WHITTIER, Calif.—Isuzu, Ltd., has increased by 20 percent the number of vehicles American Isuzu will be able to sell under the fourth year of VRA (voluntary restraint agreement). Isuzu, which will be allowed to export 49,500 vehicles by MITI, has increased the U. S. subsidiary's volume from 16,800 to 20,000 vehicles. The balance, 29,500, will be marketed by General Motors, which will sell the new R-car though Chevrolet dealers under the Spectrum nameplate.

60 Detroit-area dealers subpenaed in FTC probe

By Richard Johnson
Staff Writer

An estimated 60 Detroit-area auto dealers were subpenaed last week in connection with an FTC investigation of possible anti-trust violations by retailers in the region.

The federal agency's Bureau of Competition issued subpenas seeking information concerning business hours, leasing and sales policies, tradein payments and labor rates charged by dealers for repair and servicing of motor vehicles.

FTC spokesmen have refused to confirm or deny whether an investigation is underway in Detroit or anywhere in the U. S. A NADA spokesman last week said she was unaware of any similar FTC activity elsewhere in the nation.

The subpenas were sent to dealers in Wayne, Oakland and Macomb counties in the Detroit metropolitan area, where most sales outlets have for the past several years stuck to a sometimes controversial practice of closing on weekends and most evenings.

The subpenas order dealers to produce any documents or communications with other dealers regarding business hours. Federal investigators are also probing for company records which may reflect whether dealers have jointly set values for new and used cars, tradeins, leasing and service labor. The FTC is seeking all related documents and materials dating back to 1965.

Local dealers have said the standard practice of closing on Saturdays and Sundays, and staying open late on only Mondays and Thursdays evolved over the years. Dealers have consistently denied that the uniform Detroit-area business hours result from an express agreement or any manner of collusion.

The subpenaed dealers have been ordered to testify before Bureau of Competition staff at hearings to be held in Detroit beginning in May. Carl Hevener, senior attorney in the Bureau of Competition's Office of Evaluation in Washington, said staff hearings conducted during such inquiries are closed sessions.

Daniel Hayes, Detroit Auto Dealers Assn. executive vice president, was unavailable for comment late last week. A spokeswoman for the Michigan Automobile Dealers Assn. said the organization had not been officially notified of the subpenas.

One lap winners

DARIEN, Conn. — The winning vehicle in the One Lap of America endurance run that began here and ended here one week and 8,800 miles later, was a 1984 Chevrolet Caprice wagon. It was driven by Team Holstein, three men from Warren, Vt.

Despite volume rise, January registrations show

Import penetration falls to 26 pct.

By Jenny L. King
Staff Writer

Imports dropped to 26.09 percent of total new-car registrations in January, 1984, down from 30.49 percent a year earlier.

Total new imports registered the first month of this year were 194,947, according to figures compiled by R. L. Polk & Co. That number was up 7.42 percent from 181,481 in the same month of 1983. But the overall strength of the market, paced by healthy domestic new-car sales, forced the imports to accept a smaller piece of the total pie.

For the month, five of the top 10 imports increased their share of the import-only segment and five lost ground.

Most noticeable gain was Honda's 3.75 - percentage - point increase. Honda moved into second place after Toyota and grew to 19.29 percent from 15.54 percent a year earlier. Honda figures include both imported models and Accords built and sold in the U. S.

Volkswagen, which also includes imports and domestics, climbed 0.43 percentage points over a year's time. Volvo was up 0.19 percentage points, Mercedes-Benz was up 0.25 percentage points, and Audi gained 0.59 percentage points.

• Toyota dropped 2.73 percentage points, to 21.01 percent from 23.74 percent. Nissan was off 2.68 percentage points; Mazda dropped 0.78 percentage points; Subaru was down 0.04 percentage points, and BMW lost 0.29 percentage points.

The top 10 imports claimed 88.92 percent of the import total this January, down from 90.29 percent a year earlier.

Japan's share of the import market dropped to 73.24 percent from 78.39 percent. West Germany was up to 12.29 percent from 11.26 percent. The U. S. cars which Polk counts as imports more than doubled to 7.49 percent from 3.58 percent, and Swedish imports were up to 4.74 percent from 4.27 percent.

Numbers of imports by country of origin in January for both years were:

	Jan., 1984	Jan., 1983
Japan	142,777	142,272
West Germany	23,956	20,438
United States	14,593	6,502
Sweden	9,238	7,750
France	2,626	2,952
Great Britain	1,465	1,045
Italy	268	467
Ireland	24	55
TOTAL	194,947	181,481

IMPORT REGISTRATION SHARES IN U. S.

JANUARY

	Regis., January, 1984	Pct. Share of Market	Regis., January, 1983	Pct. Share of Market	Pct. Pt. Change '84 vs. '83
Toyota	40,954	21.01	43,084	23.74	− 2.73
Honda	37,606	19.29	28,195	15.54	+ 3.75
Nissan	35,598	18.26	37,996	20.94	− 2.68
Volkswagen	12,540	6.43	10,897	6.00	+ 0.43
Mazda	11,909	6.11	12,496	6.89	− 0.78
Subaru	11,832	6.07	11,094	6.11	− 0.04
Volvo	6,808	3.49	5,986	3.30	+ 0.19
Mercedes-Benz	6,713	3.44	5,781	3.19	+ 0.25
BMW	5,029	2.58	5,216	2.87	− 0.29
Audi	4,475	2.30	3,107	1.71	+ 0.59
Others	21,483	11.02	17,629	9.71	+ 1.31
TOTAL	194,947		181,481		
Share of U. S. Total		26.09		30.49	− 4.40

New York and Oklahoma figures for 1984 based on manufacturers' sales reports. Oklahoma, 1983, not available.

New imported truck registrations were up 31.06 percent, January to January. Registrations per major importer were:

	Jan., 1984	Jan., 1983
Toyota	19,770	11,774
Nissan	11,496	10,112
Mazda	8,252	3,775
Dodge Ram 50	2,818	.....
Ford Courier	.....	4,202
Others	6,448	7,361
TOTAL	48,784	37,224

TOP CARS

U. S. registrations for January, 1984 vs. 1983. Numbers for New York State and Oklahoma, 1984, are compiled from sales records; Oklahoma, 1983, not available.

1984 Position		Make	1983 Position
1—	108,544	Chevrolet	84,821— 1
2—	99,316	Ford	70,799— 2
3—	80,513	Oldsmobile	59,103— 3
4—	62,973	Buick	51,800— 4
5—	47,395	Pontiac	32,193— 7
6—	40,954	Toyota	43,084— 5
7—	37,606	Honda	28,195— 8
8—	36,860	Mercury	23,696— 9
9—	35,598	Nissan	37,996— 6
10—	25,416	Dodge	19,939—10
11—	23,808	Cadillac	19,662—11
12—	21,221	Chrysler	13,698—14
13—	21,107	Plymouth	15,186—13
14—	16,722	AMC	15,412—12
15—	12,540	VW	10,897—17
16—	11,909	Mazda	12,496—15
17—	11,832	Subaru	11,094—16
18—	8,382	Lincoln	7,340—18
19—	6,808	Volvo	5,986—19
20—	6,713	Mercedes	5,781—20
21—	5,029	BMW	5,216—21
22—	4,475	Audi	3,107—22
	21,483	Other Imports	17,629
	27	Misc. Dom.	164
	747,231	TOTAL	595,294

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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MARKET SHARES

JANUARY

1984 VS. 1983

Make	1984 Market Share	1983 Market Share	Pct. Pt. Change '84 vs. '83
Chevrolet	14.53	14.25	+0.28
Ford	13.29	11.89	+1.40
Oldsmobile	10.77	9.93	+0.84
Buick	8.43	8.70	−0.27
Pontiac	6.34	5.41	+0.93
Toyota	5.48	7.24	−1.76
Honda	5.03	4.74	+0.29
Mercury	4.93	3.98	+0.95
Nissan	4.77	6.38	−1.61
Dodge	3.40	3.35	+0.05
Cadillac	3.19	3.30	−0.11
Chrysler	2.84	2.30	+0.54
Plymouth	2.83	2.55	+0.28
AMC	2.24	2.50	−0.34
VW	1.68	1.83	−0.15
Mazda	1.59	2.10	−0.51
Subaru	1.58	1.86	−0.28
Lincoln	1.12	1.24	−0.12
Volvo	0.91	1.01	−0.10
Mercedes	0.90	0.97	−0.07
BMW	0.67	0.88	−0.21
Audi	0.60	0.52	+0.08
Other Imports	2.88	2.96	−0.08
Misc. Dom.	0.00	0.03	−0.03
TOTAL	747,231	595,294	

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Sporty Sigma for Australia

Mitsubishi Australia's sporty Sigma GSR sedan has a large front air dam, charcoal bar grille and full-width air spoiler at the rear.

Reuss says GM's courting its dissatisfied customers

By Roger Rowand
Engineering Editor

SOUTHFIELD, Mich. — For every customer who complains about a problem, there are 26 with problems who don't complain through retail channels.

Those who don't tell their retailers about their complaints do tell their friends, neighbors and relatives. They wreak havoc for whoever manufactured and sold the product in question.

General Motors wants to reach its dissatisfied and vocal new-car customers and turn them around, said Lloyd Reuss, vice president and group executive, Chevrolet-Pontiac-GM of Canada group. He spoke at the annual Automotive / Petroleum Industry Forum meeting of the American Petroleum Institute here.

"We have to find them. We have to actually solicit complaints," Reuss said.

Referring to service data, Reuss said: "Of those who do complain, we're able to satisfy about 70 percent.

"If we're able to do a good job of satisfying them the first time, we not only win them as customers but they tell their friends, neighbors and other people about their satisfactory experience. It's very important."

That 70 percent figure arises from studies of business in general, not only the auto business.

He said in the auto industry the most influential data base used by new-car buyers is composed of friends and relatives, not advertising.

"Word of mouth is still far and away the most powerful advertising we can get," Reuss said. "We're trying to make it easier to complain, fix those complaints the first time, and depend on that word of mouth to get around."

Pa. law requires local governments to 'buy American'

HARRISBURG, Pa. — Gov. Richard Thornburgh has signed legislation requiring the state and local governments in Pennsylvania to buy American-made or assembled cars and trucks.

State Senator Clarence Bell, Delaware County Republican, sponsor of the proposal, said the new law would mean more jobs for American auto and steel workers.

The legislation, which becomes effective in June, also applies to motorcycles, tractors and earthmoving equipment.

If the vehicles are assembled in this country, a majority of the parts must be American-made.

A qualification in the new law provides that foreign-made cars may be purchased only if the cost of American-made vehicles is "unreasonable."

Campaigning to lead 4-cylinder market

Mitsubishi Australia revises Sigma

SYDNEY, Australia. — Mitsubishi Australia has launched an aggressive campaign to regain its position as leader of the four-cylinder market.

The recovery plan involves a national sales headquarters located in Melbourne instead of at the company's plant in Adelaide. A fresh onslaught on the fleet market will be made and a range of new passenger vehicles launched.

The latter includes a revised version of the locally made Sigma range, an imported turbocharged Cordia coupe and three new models to be announced before midyear.

Mitsubishi has sold 240,000 Sigmas in Australia since the launch of the GE in 1977. This makes it one of the most successful four-cylinder cars ever in Australia. But sales have recently slowed sharply, following the introduction of front-drive rivals from Ford and General Motors Holden's.

Mitsubishi Australia has been disappointed with sales of the Lonsdale version exported to the UK but said that a greatly enlarged dealer network will rectify matters this year.

According to sales chief Doug Coleman, Mitsubishi will sell around 69,000 vehicles in Australia this year, enough to ensure 12 percent of the market.

Coleman acknowledged that Sigma is no longer the top-selling four-cylinder car and fielded questions about the forthcoming locally made front-drive version. Industry sources say that it is at least 12 months away.

Coleman's marketing strategy is based heavily on the popularity of the optional 2.6-liter engine now fitted in 60 percent of new Sigma sedans and wagons.

The optional engine has been a trump card for the company, being very popular with owners who use the car for towing. Mitsubishi remains the only car on the market offering buyers a choice of 1.6, 2.0 and 2.6-liter engines.

Coleman said he expects to gain a bigger share of the fleet market thanks to more suitable specifications and the popularity of the 2.6 engine for business use.

The new-look GK range is substantially the same car as before, with a significant improvement in sound insulation and better seats. Carburetor and ignition changes improve fuel economy and reduce the hot-start problems experienced by some owners.

The new range, which is on sale now, consists of sedans and wagons in four levels of trim. Central door locking has been added to the option list.

The sporty GSR is the most distinctive model in the group and has a large air dam in the front, charcoal bar grille and full-width air spoiler at the rear. Larger (15-inch) alloy road wheels are fitted with low profile steel-belted tires.

An extended drive over a variety of road conditions confirmed that Sigma remains the quietest four-cylinder car available.

The general road manners are almost unchanged, apart from "taller" gearing for the GSR (because of the larger wheels) and a less direct axle ratio for the automatic 2.0 model.

Mitsubishi Australia executives are confident that sufficient changes have been made to give Sigma a new lease on life. They say it will account for 40 percent of Mitsubishi sales this year.

Brock designing '85 sports car for Custom Coach

PASADENA, Calif.—Designer Peter Brock has signed with California Custom Coach here on a new high-performance sports-car project, according to Cecil Gold, California Custom Coach president.

Brock and Gold are heading a team that is designing a front-engined two-seater.

The prototype of this limited-production automobile is slated to preview early this summer with introduction as an '85 model, Gold said. The price will be between $25,000 and $27,000.

Brock directed several projects for Shelby American from 1962 to 1967. He was primarily responsible for the development of the Shelby Daytona Cobra Coupe.

factories list auction dates

General Motors

May 2—Aptco Auto Auction, Taylor, Mich.; Dallas Auto Auction, Dallas, Tex., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

May 8—Florida Auto Auction of Orlando, Orlando, Fla.

May 9—Hatfield Auto Auction, Hatfield, Pa., and Northstar Auto Auction, Shakopee, Minn.

May 10—Nashville Auto Auction, Nashville, Tenn.

May 15—Southern Auto Auction, E. Windsor, Conn.

May 16—Metro Auto Auction, Kansas City, Mo.

May 17 — Indianapolis Auto Auction, Indianapolis, Ind.

May 22—Seattle Auto Auction, Kent, Wash.

May 23—Arena Auto Auction, Chicago, Ill.; Clanton's Auto Auction, Darlington, S. C.; Brasher's Auto Auction, Fontana, Calif., and Omaha Auto Auction, Omaha, Neb.

May 24—Butler Auto Auction, Gibsonia, Pa.

May 31—Aptco Auto Auction, Taylor, Mich.; Dallas Auto Auction, Dallas, Tex., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

May 2—Columbus Fair Auto Auction, Obetz, O; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Northway Exchange, Clifton Park, N. Y.

May 4—Denver Auto Auction, Englewood, Colo.

May 9—Arena Auto Auction, Chicago, Ill.; Brasher's Southern California Auto Auction, Fontana, Calif., and Clanton's Auto Auction, Darlington, S. C.

May 10—Dallas Auto Auction, Dallas, Tex.

May 15 — Harrisonburg Auto Auction, Harrisonburg, Va.

May 16—Lakeland Auto Auction, Lakeland, Fla.

May 17—Nashville Auto Auction, Nashville, Tenn., and 166 Auto Auction, Springfield, Mo.

May 22—Aptco Auto Auction, Taylor, Mich.

May 23—Concord Auto Auction, Acton, Mass.; Golden Gate Auto Auction, Fremont, Calif., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

May 31—Skyline Auto Exchange, Fairfield, N. J.

Chrysler Corp.

May 1—Hatfield Auto Auction, Hatfield, Pa.; Harrisonburg Auto Auction, Harrisonburg, Va.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Portland Auto Auction, Portland, Ore.

May 2—Sand Mountain Auto Auction, Boaz, Ala., and Butler Auto Auction, Gibsonia, Pa.

May 3—Fredericksburg Auto Auction, Fredericksburg, Va., and Clanton's Auto Auction, Darlington, S. C.

May 4 — Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

May 8 — Hatfield Auto Auction, Hatfield, Pa.; High Point Auto Auction, High Point, N. C., and South Seattle Auto Auction, Kent, Wash.

May 9—Columbus Fair Auto Auction, Columbus, O.

May 10 — Evansville Auto Auction, Evansville, Ind.; 166 Auto Auction, Springfield, Mo., and Florida Auto Auction of Orlando, Ocoee, Fla.

May 11—Concord Auto Auction, Acton, Mass.

Mendenhall school expands facilities

HIGH POINT, N. C. — A 7,200-square-foot addition has been completed at the Mendenhall School of Auctioneering here. This brings the total training area to 17,000 square feet.

Also added was an audio-visual video cassette system with studio video camera and monitor. The school conducts four classes each year. They are held the first two weeks in February, May, August and November.

Model breakdown

Auction Averages

	April	March	February
1984	$13,381	$12,302	$10,278
1983	8,850	8,066	8,567
1982	6,589	5,357	6,218
1981	5,344	5,393	5,154
1980	4,621	4,351	4,526
1979	4,008	3,698	3,469
1978	2,910	2,744	2,421
1977	2,159	2,365	1,907
Overall Average	$ 5,418	$ 5,162	$ 5,340

Used Car Sales

Auction Averages

April	$5,418
Month ago	$5,162
Year ago	$5,069

Auction directory

SOUTH CAROLINA

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MINNESOTA

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Domestic cars strong, up 33 pct.

January registrations climb 25 pct.

Continued from Page 4

percentage points, to 2.24 percent from 2.58 percent, and miscellaneous domestics were completely erased, down to 0.00 percent of the market from 0.03 percent. Only 27 miscellaneous domestics were registered in the month.

• The lineup of 12 domestic makes remained unchanged January to January with two exceptions: AMC dropped to 11th place from ninth, and Chrysler moved from number 11 to number nine.

In the domestics-only market, Ford and Chrysler increased their shares at the expense of the competition. Ford was up to 26.17 percent from 24.61 percent, and Chrysler edged up to 12.27 percent from 11.80 percent. GM dropped to 58.53 percent from 59.83 percent; AMC was down to 3.03 percent from 3.72 percent, and miscellaneous makes slipped to 0.00 percent from 0.04 percent a year earlier.

The size-class categorizing showed imports holding onto the largest single share of the market, 26.09 percent, followed closely by U.S. intermediates at 25.84 percent. Compacts had 17.49 percent, subcompacts had 12.93 percent, standards had 9.19 percent and luxury models claimed 8.46 percent.

A year earlier, imports represented 30.49 percent of the market, intermediates had 24.41 percent, compacts had 16.12 percent, standards had 12.22 percent, subcompacts had 11.23 percent and luxuries had 5.53 percent.

Excluding imports, the January market-class segments were: Intermediates at 34.97 percent, compacts at 23.65 percent, subcompacts at 17.50 percent, standards at 12.43 percent and luxury cars at 11.45 percent.

Twelve months earlier, intermediates accounted for 35.11 percent of the total, compacts had 23.19 percent, standards had 17.59 percent, subcompacts had 16.16 percent and luxuries had 7.95 percent.

A Scrambler and a scrambler

The Jeep Dealers Assn. of Dallas/Fort Worth provided a Jeep Scrambler as the official press vehicle and pace car for the St. Paul's Hospital/Prestonwood 10K race. Pictured with the vehicle is race winner Bill Rodgers.

Subaru builds new facility in Cherry Hill, N.J.

CHERRY HILL, N. J. — Subaru of America is constructing a new corporate headquarters here.

Harvey H. Lamm, president and chief executive officer of the firm, said, "We're staying in the neighborhood — where we have established our roots and where our employe loyalty has grown strong."

The new headquarters will be about two miles from the current Subaru headquarters in Pennsauken.

The seven-story office building will be located on a 12-acre plot. The new facility will provide 115,000 square feet of office space, including a conference center.

It is designed for an eventual accommodation of more than 500 people, but about 350 Subaru employes are expected to occupy the building when it is completed in the fall of 1985.

Dealer bringing complaint against Toyota distributor

RALEIGH, N.C.—Richard J. Goodman, president of Goodman Toyota, Inc., here, is accusing Southeast Toyota Distributors, Inc., Deerfield Beach, Fla., of violating the law by not giving the dealership enough new cars to sell.

The law that Goodman referred to was enacted last year by the State Legislature and requires distributors to deliver cars "in reasonable quantities relative to the dealer's facilities and sales potential in the dealer's relevant market area."

Goodman said that he would take his complaint to the North Carolina Division of Motor Vehicles.

Collector car auction slated for San Diego

MISSION VALLEY, Calif. — Rick Cole will host the fifth San Diego Collector Car Auction at the Scottish Rite Center here, May 5 and 6.

More than 300 collector automobiles will hit the auction block, including a selection of movie and TV vehicles from a private collection.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
JANUARY, 1984 VS. JANUARY, 1983

	1984 Month	1983 Month
AMC Alliance FWD	8,336	9,557
Encore FWD	5,983	.....
Spirit	.....	709
Concord	.....	1,472
Concord SW	.....	952
Eagle 4WD	434	1,002
Eagle 4WD SW	1,969	1,720
TOTAL AMC	16,722	15,412
Chrysler Laser FWD	3,840	.....
LeBaron FWD	5,356	4,226
LeBaron SW FWD	840	610
E-Class/New Yorker FWD	6,556	3,214
Cordoba	.....	868
New Yorker Fifth Avenue	4,629	4,567
Imperial	.....	183
Total	21,221	13,698
Plymouth Horizon FWD	6,289	3,057
Turismo FWD	3,014	1,925
Reliant FWD	7,957	6,636
Reliant SW FWD	3,209	2,547
Gran Fury	638	1,021
Total	21,107	15,186
Dodge Omni FWD	5,240	2,745
Charger FWD	3,313	2,176
Daytona FWD	3,168	.....
Aries FWD	5,912	6,593
Aries SW FWD	2,968	2,717
600 '84/400 '83 FWD	1,391	2,110
Diplomat	854	1,195
Mirada	.....	380
600 FWD	2,570	2,023
Total	25,416	19,939
TOTAL CHRYSLER CORP.	67,744	48,823
Ford Escort FWD	20,225	17,456
Escort SW FWD	6,850	5,882
EXP FWD	1,288	1,807
Fairmont	.....	13,459
Tempo FWD	21,914	2
LTD	11,366	10,370
LTD SW	4,404	3,406
LTD Crown Victoria	8,343	7,299
LTD Crown Victoria SW	2,441	1,856
Mustang	9,399	8,489
Thunderbird	13,086	773
Total	99,316	70,799
Lincoln Town Car	3,581	3,710
Mark VII	3,391	2,118
Continental	1,410	1,512
Total	8,382	7,340
Mercury Lynx FWD	4,287	3,943
Lynx SW FWD	1,151	1,298
LN7 FWD	.....	682
Capri	1,434	2,075
Zephyr	.....	3,343
Topaz FWD	6,639	.....
Marquis	5,328	3,744
Marquis SW	1,052	1,170
Grand Marquis	7,375	6,163
Grand Marquis SW	1,107	988
Cougar	8,487	290
Total	36,860	23,696
Lincoln-Mercury Division Total	45,242	31,036
TOTAL FORD MOTOR CO.	144,558	101,835
Buick Skylark FWD	7,492	7,275
Skyhawk FWD	5,080	4,119
Skyhawk SW FWD	636	561
Century FWD	12,145	8,837
Century SW FWD	1,451	.....
Regal	14,909	13,629
Regal SW	.....	1,012
LeSabre	10,259	7,202
Electra	5,730	4,600
Electra FWD	5	.....
Buick SW	1,060	1,103
Riviera FWD	4,206	3,462
Total	62,973	51,800
Cadillac DeVille	9,788	7,964
DeVille FWD	51	.....
Cimarron FWD	1,460	1,519
Fleetwood and Chassis	4,149	3,484
Fleetwood FWD	39	.....
Eldorado FWD	5,533	4,562
Seville FWD	2,788	2,133
Total	23,808	19,662
Chevrolet Chevette	14,474	12,176
Camaro	12,120	11,493
Cavalier FWD	17,628	8,363
Cavalier SW FWD	6,406	2,672
Citation FWD	6,141	10,473
Malibu	.....	3,654
Malibu SW	.....	3686
Celebrity FWD	17,885	10,426
Celebrity SW FWD	3,537	.....
Monte Carlo	9,624	6,527
Impala	3,454	2,892
Caprice	10,918	7,906
Chevrolet SW	4,161	3,315
Corvette	2,196	1,238
Total	108,544	84,821
Oldsmobile Omega FWD	3,621	3,594
Firenza FWD	2,789	2,175
Firenza SW FWD	902	543
Cutlass Ciera FWD	15,361	9,979
Cutlass Ciera SW FWD	2,093	.....
Cutlass Supreme/Calais	25,511	17,512
Cutlass SW	.....	1,511
Delta 88	15,539	12,273
98	8,915	7,415
98 FWD	50	.....
Oldsmobile SW	2,381	1,562
Toronado FWD	3,351	2,539
Total	80,513	59,103
Pontiac 1000	2,239	2,792
Firebird	6,475	7,227
2000 Sunbird FWD	6,853	3,804
2000 Sunbird SW FWD	877	685
Phoenix FWD	1,252	2,737
Bonneville	5,404	3,974
Bonneville SW	.....	883
6000 FWD	7,116	5,104
6000 SW FWD	1,070	.....
Grand Prix	5,650	4,987
Parisienne	2,509	.....
Pontiac SW	1,018	.....
Fiero	6,932	.....
Total	47,395	32,193
TOTAL GM CORP.	323,233	247,579
Checker	.....	137
Miscellaneous Domestic	27	184
Domestic Station Wagon Total	51,583	40,679
Domestic Grand Total	552,284	413,813
Import Total	194,947	181,481
Grand Total All Registrations	747,231	595,294

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. New York and Oklahoma for 1984 compiled from manufacturers' sales records. No Oklahoma figures for 1983.

Makers produce 171,242 cars for week

16 assembly plants work overtime

By Joe Wilssens
Staff Writer

Domestic auto makers scheduled overtime at 16 assembly facilities last week and saw production bounce back following the prior week's Good Friday-shortened build.

U. S. auto manufacturers slated completion of 171,242 cars last week, 35.14 percent above the previous week's 126,712 and up 25.60 percent from last year's 136,340.

So far this year the U. S. auto makers have built 2,822,648 cars, up 38.25 percent from the 2,041,781 built in the comparable period last year.

Breakdown by company last week was: General Motors, 35.81 percent; Ford Motor Co., 24.45 percent; Chrysler Corp., 16.76 percent; Honda Motor Co., 1.61 percent, and Volkswagen of America, 1.37 percent.

American Motors had no production last week because its Kenosha facility, source of Alliance and Encore, was closed for inventory adjustment. The plant is scheduled to reopen today (April 30).

Ford worked overtime at four plants last Saturday: Atlanta, Kansas City, Wayne and Wixom. Atlanta builds the LTD, Marquis and Thunderbird. Kansas City produces Tempo and Topaz, while Wayne assembles Escort, Lynx and EXP. Wixom builds Lincoln, Mark VII and Continental.

Chrysler worked daily nine-hour shifts at Belvidere, Newark and St. Louis No. 1 and No. 2. Jefferson worked daily 8½ hour shifts. All four plants worked last Saturday. Belvidere builds Omni, Horizon, Charger and Turismo: St. Louis assembles Daytona, Laser, Aries, Reliant, LeBaron, Dodge 600, Diplomat, Gran Fury and Fifth Avenue. Newark assembles Aries, Reliant and LeBaron wagon. Jefferson builds Aries, Reliant, LeBaron, Dodge 600, Chrysler E-Class, New Yorker and Caravelle.

Belvidere, Newark, St. Louis and Jefferson will work the same daily overtime shifts this week, but only Belvidere will work this Saturday.

GM worked last Saturday at eight plants — two shifts at Oklahoma City, Lordstown, Framingham, Doraville, Arlington, Cadillac-Detroit and Flint. Van Nuys will work overtime on one shift.

Oklahoma City builds Century and Celebrity; Lordstown, Cavalier and Pontiac 2000; Framingham, Celebrity and Cutlass Ciera; Doraville, Cutlass Ciera and Century; Arlington, Monte Carlo, Cutlass Supreme, and Detroit, Cadillac and Olds 68. Flint builds the LeSabre, Caprice, Impala and Regal, and Van Nuys assembles Camaro and Firebird.

GM's Flint plant built its final rear-wheel-drive Buick Electra last Tuesday (April 24).

Japan's Nippon Kokan to buy 50 percent of National Steel

PITTSBURGH.—National Intergroup, Inc., parent of National Steel Corp., is selling half of National Steel to Nippon Kokan, of Japan.

National Steel is a major supplier of automotive steel through its subsidiary, Great Lakes Steel, Ecorse, Mich.

A joint venture, agreed upon in principle, will be formed with payment of $273 million in cash and $19 million in notes to National by Nippon Kokan.

The Japanese firm was a member of a Mitsubishi-led coalition of Japanese firms which tried unsuccessfully to acquire Ford Motor Co.'s Rouge steel works in 1982.

That deal fell through because the Japanese group objected to the stance of the UAW steelworkers at the plant, it said.

Things may be different at National Steel where the United Steelworkers union represents some 8,000 at the two plants.

Union President Lynn R. Williams said he had assurances no steelworker's employment will be adversely affected by the sale. He said the union soon will enter discussions with National Intergroup and Nippon Kokan, which he called Japan's second largest steel producer.

In addition to Great Lakes, the partnership will include Midwest Steel, Granite City Steel and Hanna Mining Co.

CANADIAN CAR PRODUCTION

	Week Ended April 28, 1984	Week Ended April 30, 1983	Week Ended April 21, 1984	April to Date	Jan. 1, to April 30, 1983	Jan. 1, to April 28, 1984
AMERICAN MOTORS	.....	818	488	1,092	9,619	8,120
CHRYSLER CORP.	.....	5,281	.....	.....	75,718	.....
FORD MOTOR	9 870	6,627	7,951	38,270	56,179	140,493
GENERAL MOTORS	1 511	12,422	10,141	50,563	180,447	223,962
VOLVO	225	225	185	860	3,735	2,695
Total Cars, Canada	23,606	25,373	18,765	90,785	325,698	376,270

TRUCK PRODUCTION IN U. S.†

	Week Ended April 28, 1984	Week Ended April 30, 1983	Week Ended April 21, 1984	April to Date	Jan. 1, to April 30, 1983	Jan. 1, to April 28, 1984
CHEVROLET	19,338	16,115	13,075	72,034	241,904	332,307
DODGE	4,100	3,055	3,353	15,969	43,152	69,503
FORD	26,856	19,450	20,357	96,985	276,577	399,452
GMC	6,871	5,429	5,112	25,180	83,511	107,133
INTERNATIONAL	1,598	1,028	1,280	6,188	15,599	24,509
VOLKSWAGEN	.....	256	.....	.....	1,912	.....
JEEP	2,900	2,926	2,983	13,222	21,819	63,316
NISSAN	1,400	.....	1,466	6,329	.....	30,792
AM GENERAL	50*	50*	40*	190*	800*	890*
MISCELLANEOUS	1,000*	1,000*	800*	3,800*	16,000*	17,600*
Total Trucks, U. S.	64,113	49,309	48,466	239,807	701,274	1,045,502

CANADIAN TRUCK PRODUCTION

	Week Ended April 28, 1984	Week Ended April 30, 1983	Week Ended April 21, 1984	April to Date	Jan. 1, to April 30, 1983	Jan. 1, to April 28, 1984
CHRYSLER CORP.	8,124	2,708	5,513	30,117	45,030	119,101
FORD MOTOR	3,300	2,781	2,810	12,287	42,657	54,418
GENERAL MOTORS	6,248	6,334	4,551	23,436	78,521	105,301
INTERNATIONAL	146	254	118	560	2,462	2,363
Total Trucks, Canada	17,818	12,077	12,992	66,400	168,670	281,183
N. American Trucks	81,931	61,386	61,458	306,207	869,944	1,326,685

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes govern ment-destined vehicles.

Truck production tops a million, 49 pct. above '83

Domestic truck production topped the one million mark last week as assembly levels returned to normal following the Good Friday holiday the previous week.

The makers hit the one million build Tuesday (April 24), seven weeks earlier than the milestone was reached in 1983. So far this year, 1,045,502 have been completed, 49.09 percent more than the 701,274 built at this time in 1983.

Truck manufacturers targeted production of 64,113 trucks last week, 32.39 percent better than 48,466 completed during the prior week's holiday-shortened schedule. The tally was 30.02 percent above the year-ago week's 49,309.

Ford Motor Co. scheduled Saturday (April 28) overtime at its Kansas City and Twin Cities (Minn.) facilities.

General Motors scheduled Saturday overtime at Detroit, Lordstown (O.), Pontiac No. 6 and St. Louis.

At Chrysler, the Warren (Mich.) facility worked two 8-hour daily shifts last week.

Canadian makers 15 pct. above '83 in car production

Canadian auto production returned to normal levels last week despite a lack of action at American Motors. The Good Friday holiday had shortened work schedules and decreased output the previous week.

Canadian auto makers slated production of 23,606 cars last week, 25.80 percent more than the prior week's 18,765. The total was 6.96 percent lower than the 25,373 assembled in the year-ago week.

To date this year, the manufacturers have completed 376,270 autos, 15.53 percent better than the 1983 total of 325,698 at this point.

AMC did not schedule production at its Brampton (Ont.) facility last week to reduce inventories.

Truck assembly last week was targeted at 17,818, up 37.15 percent from the 12,992 trucks built the previous week. The total was 47.54 percent above the year-ago week's 12,077.

So far this year, truck production has climbed to 281,183 units, a 66.71 percent improvement over the 168,670 trucks which were assembled at this time in 1983.

Chrysler Corp. estimated production of 2,370 Dodge Caravans, 2,190 Plymouth Voyagers and 912 Mini Ram Vans at its Windsor (Ont.) plant last week, bringing the year-to-date T-115 total to 74,859.

U. S. CAR PRODUCTION

	Week Ended April 28, 1984	Week Ended April 30, 1983	Week Ended April 21, 1984	April to Date	Jan. 1, to April 30, 1983	Jan. 1, to April 28, 1984
AMERICAN MOTORS	.....	3,464	3,883	13,459	56,963	64,257
AMC Total	.....	.....	.....	.....	4,071	.....
Eagle	.....	.....	.....	.....	4,071	.....
Renault Total	.....	3,464	3,883	13,459	52,892	64,257
Alliance	.....	3,464	2,283	7,221	52,892	34,518
Encore	.....	.....	1,600	5,738	.....	29,739
CHRYSLER CORP.	28,700	19,596	19,830	104,718	267,764	442,505
Plymouth Total	9,150	6,737	6,075	31,765	99,043	131,582
Horizon	3,800	1,935	2,540	12,754	32,474	53,475
Reliant	4,700	4,642	2,917	16,374	65,257	69,039
Caravelle†	250	160	149	761	1,312	3,039
*Gran Fury	400	.....	469	1,876	.....	6,029
Chrysler Total	10,100	4,785	6,889	35,960	62,907	147,108
LeBaron	3,200	2,349	2,147	10,811	29,826	43,765
Laser	1,500	.....	1,040	5,653	.....	26,673
Chrysler E-Class	2,500	2,436	1,691	9,036	33,081	36,921
Fifth Avenue	2,900	.....	2,011	10,460	.....	39,749
Dodge Total	9,450	8,074	6,866	36,993	105,814	163,815
Omni	3,000	3,308	2,155	11,586	34,292	49,721
Aries	3,000	3,144	2,193	11,960	47,075	54,223
Daytona	1,100	.....	845	4,207	.....	20,976
Dodge 400	.....	749	.....	.....	10,720	.....
Dodge 600	1,600	873	1,311	6,810	13,727	28,461
Diplomat	750	.....	362	2,430	.....	10,434
FORD MOTOR	41,869	33,790	31,096	152,284	474,958	591,077
Ford Division	26,061	22,615	19,506	96,888	313,003	386,724
Escort	8,056	7,326	5,804	29,396	88,861	119,486
Fairmont	.....	.....	.....	.....	23,728	.....
Mustang	3,207	3,505	2,542	12,228	44,478	43,237
LTD	4,235	4,204	3,436	16,313	60,783	78,643
Thunderbird	3,692	5,097	2,857	14,049	63,971	54,889
Crown Victoria	1,598	2,387	1,405	6,473	30,010	27,561
EXP	638	96	446	2,265	1,172	11,149
Tempo	4,635	.....	3,016	16,164	.....	51,759
L-M Division	15,808	11,175	11,590	55,396	161,955	204,353
Mercury Total	11,655	9,049	8,729	42,518	127,973	147,890
Lynx	1,804	1,866	1,283	6,227	22,539	24,486
Capri	482	613	368	1,726	7,997	6,051
Zephyr	.....	.....	.....	.....	8,601	.....
Marquis	2,996	2,033	2,126	10,690	23,100	36,035
Cougar	3,008	2,632	2,319	11,483	29,107	34,726
Grand Marquis	2,031	1,886	1,497	7,277	36,240	31,341
LN7	.....	43	.....	.....	339	.....
Topaz	1,334	.....	1,136	5,115	.....	15,251
Lincoln Total	4,153	2,126	2,861	12,878	33,982	56,463
Continental	1,097	212	756	3,163	6,105	11,132
Lincoln	2,595	1,206	1,798	8,059	16,387	32,115
Mark VI/VII	461	708	307	1,656	11,490	13,216
GENERAL MOTORS	95,573	76,471	67,742	357,867	1,200,838	1,645,628
Buick Division	20,820	15,874	13,623	75,840	280,028	349,814
Skylark	2,045	.....	1,374	7,116	30,168	32,692
Skyhawk	3,196	1,242	2,479	12,709	22,712	56,500
Century	4,864	3,151	3,209	17,697	51,989	76,903
Regal	4,770	5,145	3,123	17,665	82,948	76,737
Buick	3,748	5,402	1,893	13,145	79,168	80,106
Riviera	905	934	698	3,602	13,043	19,085
Electra (fwd)	1,292	.....	847	3,906	.....	7,791
Cadillac Division	6,391	6,027	4,996	28,026	113,061	118,042
Cimarron	347	218	278	1,327	8,108	6,859
Seville	886	732	699	3,530	12,212	14,248
Eldorado	1,685	1,557	1,323	6,702	26,285	26,304
Cadillac	2,066	3,520	1,713	12,031	66,456	62,079
DeVille (fwd)	1,407	.....	983	4,436	.....	8,552
Chevrolet Division	34,944	24,387	25,597	131,937	362,262	564,673
Chevette	6,090	3,884	4,641	22,200	66,276	79,515
Cavalier	8,835	6,410	6,787	33,745	75,182	141,453
Celebrity	6,737	2,238	3,985	24,038	23,918	101,495
Camaro	5,494	3,667	4,491	21,723	60,525	90,182
Citation	2,565	1,554	2,359	10,686	35,344	37,530
Malibu/El Camino	751	3,072	534	3,022	48,628	11,776
Monte Carlo	1,210	1,501	851	4,898	29,295	51,397
Chevrolet	2,637	1,445	1,460	9,453	16,754	39,735
Corvette	625	616	489	2,172	6,340	11,490
Oldsmobile Division	22,876	20,399	15,638	83,997	321,814	415,387
Omega	1,175	.....	1,109	4,544	21,639	18,365
Firenza	1,689	1,145	1,398	6,681	15,298	26,082
Cutlass Supreme	3,363	6,330	3,030	18,537	95,112	120,462
Cutlass Ciera	6,636	4,549	4,231	23,388	58,629	93,735
Oldsmobile	7,112	7,634	4,005	22,045	117,667	132,438
Olds 98 (fwd)	1,437	.....	1,107	4,959	.....	8,644
Toronado	964	741	758	3,843	13,469	15,661
Pontiac Division	10,542	9,784	7,888	38,067	123,673	197,712
Acadian†	700	633	693	2,597	5,865	7,066
2000 Sunbird	2,904	2,744	1,901	10,004	30,624	49,040
1000	1,260	1,681	1,124	4,476	14,731	15,286
Firebird	2,318	1,778	1,810	9,164	29,546	38,069
Phoenix	385	863	314	1,396	9,979	5,783
Grand Prix/Bonneville	.....	2,085	.....	.....	32,928	29,733
Parisienne	275	.....	201	1,155	.....	11,317
Fiero	2,700	.....	1,845	9,275	.....	41,418
HONDA	2,750	916	2,163	10,018	9,320	40,145
VOLKSWAGEN	2,350	2,103	1,998	8,689	31,938	39,036
Total Cars, U. S.	171,242	136,340	126,712	647,035	2,041,781	2,822,648
Total Cars, Canada	23,606	25,373	18,765	90,785	325,698	376,270
N. American Cars	194,848	161,713	145,477	737,820	2,367,479	3,198,918
N. American Trucks	81,931	61,386	61,458	306,207	869,944	1,326,685
North American Cars and Trucks	276,779	223,099	206,935	1,044,027	3,237,423	4,525,603

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

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Automotive News

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Brock touches off a furor on quota; panic subsides

The storm created in Washington last week by U. S. Trade Representative William E. Brock's call for an end to Japanese auto quotas in response to big bonuses for U. S. auto executives, had abated somewhat by week's end.

Vice President George Bush toned down Brock's strong statement, made early in the week, by saying there has been no official Reagan Administration decision on whether to press Japan for an extension of the "voluntary" quotas.

In Detroit, auto makers and the UAW lined up as would be expected, both on the issue of bonuses and on quotas.

In New York, auto analysts predicted the Japanese share of the U. S. market would rise, but probably to no higher than 30 percent, if quotas were lifted.

The only surprising responses came from the import industry: Despite the profits realized by import-car dealers under quotas, a spokesman for their association called for an end to the quotas.

Honda of America — which could surge ahead of other Japanese makers in the U. S. under quotas because it is the only one with U. S. car manufacturing capability — reiterated its free-trade stance.

And Subaru of America — which, along with the other smaller Japanese importers, is suffering disproportionally under quotas—said it is basing its planning on continuation of the quotas.

• Brock told the Washington Post last week the Administration's reluctance to extend the quotas is "a mile wide and a mile deep." When pressed, Brock told reporters he was not speaking for the President directly, but that he knew of no one in the White House who would disagree with him.

Indeed, Commerce Secretary Malcolm Baldrige and Chief White House Economic Advisor Martin Feldstein both have called for an end to the Voluntary Restraint Agreement (VRA) when it expires next March 31.

UAW President Owen Bieber asked to meet with Vice President Bush before he leaves for trade talks with Japan next month. Bush said he cannot meet with Bieber but offered a meeting with his staff.

In a Washington press conference, Bush said he will not tell the Japanese the U. S. expects the VRA to end next year.

But Trade Representative Brock called the restrictions an "embarrassment" to the U. S. He said their continuation cannot be justified after the recent disclosure of "unbelievable new management bonuses."

The bonuses will increase the costs of U. S.-made cars, he said.

With "U. S. cars already costing $1,500 to $2,000 over the competition's cost of production, then the industry will be in here saying, 'We need another four or five years of protection,'" he said. "It's hard not to feel a little bit 'had' at this point."

• Michigan Senator Donald Riegle, a Democrat, said Brock's proposal to end the quotas would push the U. S. toward recession in 1985 and worsen the U. S. trade deficit.

"If Japanese car penetration goes from 23 percent to 40 percent, over one million additional American workers will lose their jobs," he said.

Riegle cautioned both management and labor that if they do not temper their compensation demands, "a national climate will be created where those of us who are fighting to help the industry and the workers will increasingly find our arguments falling on deaf ears."

The "voluntary" quotas were imposed by the Japanese government more than three years ago under pressure from the U. S. The original three-year agreement called for an annual auto ceiling of 1.68 million. The agreement was extended to a

Continued on Page 7, Col. 1

Subdued

Jim Dunne

Pared-down Riviera

The 1986 Buick Riviera, scheduled to be assembled at GM's Poletown facility in Detroit, retains its typical verticle-barred grille but otherwise is understated as it shrinks to a wheelbase of 108 inches from 114 inches and a length of 185 inches from the present 206.6 inches. Powerplant choices include cross-mounted gasoline or diesel V-6 engines.

Sales agreements mailed to current dealers

Porsche moves ahead on new setup

By John A. Russell
New York Staff Writer

NEW YORK. — On both the distribution and dealer levels, Porsche Cars of North America is rapidly building its organization to meet the Sept. 1 deadline when it will be marketing its cars in the U. S.

Several key elements have been taken care of, or are close to solution. Perhaps most importantly, in light of the controversial beginning of the company, dealer sales agreements have been mailed to the dealers who currently hold franchise agreements from Volkswagen of America and its distributors.

John A. Cook, president of Porsche America, stressed that the agreements went out 30 days ahead of the anticipated schedule. (See story on Page 8.)

Cook also outlined several other key elements under development in the chain of distribution.

1. He denied rumors that Porsche was negotiating with VW to resume distribution and also denied that the company was negotiating with any other auto importer to distribute in the U. S.

2. Sites have been selected for the Western and Eastern distribution centers and parts warehouses and construction will begin shortly. The site of the corporate headquarters has also been selected and offices leased.

3. Air freight of cars is being considered as a method of shipping product to the U. S. as an alternative to using cargo ships.

4. All top executives have been hired by the company though Cook would not reveal their names since some have not left their present positions with other companies.

5. Parts have been ordered from Germany to start service operations on the Sept. 1 start-up date.

• The distribution and parts warehouse sites are key to the operation and both are located at airports, Cook said.

In the West, Porsche America has purchased 15 acres at the Reno airport. This will serve as a storage, pre-delivery and parts warehousing site. A 20,000-square-foot pre-delivery center will be built along with a 100,000-square-foot parts building.

In the East, the company

Continued on Page 8, Col. 1

New products rolling in under eased quota

Japanese set to flex muscle in U. S.

By Joseph Bohn
Marketing Editor

Importers of Japanese cars are busily refilling their supply pipelines and getting ready to flex their market muscle, as new products roll in under what may be their last year of voluntary restrictions.

For Toyota, more liberal quotas, which began in April, provide a chance to push its new 4Runner four-wheel-drive utility vehicle, at the same time a new Cargo Van is arriving in dealerships.

Honda figures it will get enough cars from Japan and Marysville, O., to set an industry record for the highest number of per-dealer car sales this year.

For Nissan, the allotments will give it a chance to beef up 200-SX and 300-ZX sales, and refocus its marketing attention toward cars, easing off a little on trucks.

Nissan's inventory dipped to 15 days' car supply at the end of March, the lowest it's ever been — but mid to late May should see dealers, particularly in the Midwest and East, begin restocking, said Chuck King, senior vice president and general manager of sales.

For Honda, the April 1-March 31 quota period should produce banner sales of over 500,000 cars. Honda's quota was upped to 372,000, and it expects another 140,000 out of Marysville.

The importer is currently signing up new dealers, but not as many as originally anticipated.

Rick Caille, manager of market representation, figures that Honda can get its sales job done with 875 to 900 dealers, rather than the original 1,000 it planned.

Projecting about 875 dealers by calendar year's end and 502,000 sales, Caille estimates that per-dealership sales will climb to 574 in 1984 which will eclipse the previous record 541 car sales per dealership set by Toyota in 1980.

Caille said Honda wants to keep dealership sales and profits high and feels it can increase volume and market share mostly through existing dealers.

Therefore, a minimum of new points are planned — some in metro markets and some in larger single-point markets, being established mostly for customer convenience.

In 1983, Honda averaged 494

Continued on Page 63, Col. 2

breaking news

It's April '85 for Ford Aerostar minivan

DEARBORN. — Ford Motor Co.'s downsized van, the Aerostar, was due to go into production late this year. Things have slipped, however, and Job One rolls in early 1985. The company now is shooting for an April showroom date. Some of Ford's most substantial successes have gone on sale April 17.

New model rolled out in India

MADRAS, India.—Maruti Udyog, Ltd., has started production of a new small passenger car here in a joint venture with Suzuki. Suzuki reportedly has a 26-percent interest in the operation, with an option to increase this to 40 percent. Under the agreement, Maruti is licensed to build cars, vans, microbuses and light trucks with 800 to 1,000-cc engines. Production plans call for 20,000 cars in 1985, rising to 100,000 by 1988.

See BREAKING NEWS, Page 8, Col. 4

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Combined total tops year ago by 17 pct.

Sales swell despite import setback

By Jenny L. King
Staff Writer

Everything was coming up roses for the domestic auto makers as April sales climbed 24.35 percent from their year-ago level.

Dandelions sprouted in the imports' garden, where the total was down 5.28 percent and market penetration shriveled to its smallest share in nearly five years.

Domestic sales totaled 721,091 in April, up 24.35 percent from 579,911 in 1983 and the best for April since 1979 when 763,702 new cars were delivered.

With 25 selling days this year compared with 26 in '83, the daily rate increase was even more impressive: Up 29.32 percent, to 28,844 from 22,304.

April import sales drooped 5.28 percent, to 174,311 from 184,034, carving out a 19.47-percent share of the month's total market. That was their lowest penetration since October, 1979, when their piece was 19.09 percent. Just a year ago, imports earned 24.03 percent; the record for April was 28.93 percent in 1981.

Total new-car sales reached 895,402, up 17.21 percent from 763,945 a year earlier.

Year-to-date domestic sales were up 33.32 percent, to 2,715,427 from 2,036,833. In the past four months, 763,292 new imports were delivered to customers, down 1.10 percent from 771,794 in 1983. Total sales were up 23.86 percent, to 3,478,719 from 2,808,627.

• Ford Motor Co. paced the domestic auto makers in April with its 39.88-percent sales increase. Ford, Mercury and Lincoln dealers combined efforts to deliver 164,055 cars, up some 47,000 units from 117,282 a year ago. General Motors was up 22.86 percent, to 435,908 from 354,804.

Chrysler Corp. reported sales of 86,924 passenger cars, up 10.94 percent from 78,355. American Motors slipped 23.54 percent, to 14,924 from 19,518. Volkswagen moved up 5.86 percent, to 7,119 from 6,725, and Honda surpassed VW and nudged AMC with its sales total of 12,161 U.S.-built Accords, up 276.85 percent from 3,227 a year earlier.

GM's share of the domestic market slipped to 60.45 percent from 61.18 percent in April. Ford climbed to 22.75 percent from 20.22 percent. Chrysler was off to 12.05 percent from 13.51 percent. AMC earned 2.07 percent, down from 3.37 percent. VW sales accounted for 0.99 percent, down from 1.16 percent, and Honda grabbed 1.69 percent, up substantially from just 0.56 percent its first year on the domestics charts.

Buick and Oldsmobile boasted record sales for April and all domestic makes save AMC were on the plus side. Buick was up 12.57 percent to a record 90,785 from 80,646 last year, and Oldsmobile's 102,105 was a best for April and an increase of 16.57 percent over 87,588 a year earlier.

Pontiac was up 54.26 percent, Chevrolet was up 23.41 percent and Cadillac was up 22.95 percent.

At Chrysler Corp., Dodge was up 15.55 percent, Chrysler was up 15.03 percent and Plymouth was up 2.87 percent, Ford Division was up 40.84 percent, Lincoln was up 53.39 percent and Mercury was up 34.39 percent.

AMC was off 76.62 percent, Renault was up 0.07 percent, VW was up 5.86 percent and Honda was up 276.85 percent.

The European importers were busy setting records of their own in April while the Japanese operations, confined by

Continued on Page 66, Col. 3

Where auto market was in April

	Total Sales	Pct. of Total
SUBCOMPACT	128,200	14.32
COMPACT	161,977	18.09
INTERMEDIATE	255,600	28.54
STANDARD	101,029	11.28
LUXURY	74,285	8.30
IMPORT	174,311	19.47
TOTAL	895,402	100.00

RWD Electra finale

Bill Lamb, producer of Buick's Factory Whistle radio show, was at the end of the final assembly line when the last rear-wheel-drive Electra was built in Flint. After producing more than 2.6 million Electras since 1959, Buick will continue to assemble LeSabres and Regals in Flint until 1985, when renovations will be completed for production of a new full-size car at Buick City.

Industry optimistic that standards will be delayed

Makers win split in Clean Air battle

Continued from Page 2

the hazardous pollutant section. These are 0.26 particulates for '86 light trucks and 0.08 for '88 light trucks; for '89 model HDs 0.25, and by calendar 1987, a ban on lead in gasoline.

That section would also address ethylene dibromide and benzene in gasoline by mandating EPA standards.

Also up in the air is a Senate bill. Last March, the Senate Environment Committee, 16-2, reported a reauthorization bill for the Clean Air Act, which left current standards untouched, despite industry's pleas for a lessening of CO controls.

The bill does contain strong anti-tampering provisions — extending to individuals — and anti-fuel-switching provisions. An amendment for a ban on lead in gasoline was also expected when the bill got to the floor, although a separate bill exists and could possibly get attention.

• Now, however, the same stalemate that occurred in the last Congress has become a likely scenario once again — that is, the Senate ready to act but reluctant because of seemingly hopeless controversy in the House.

Actually, the real fight is over acid rain with its enormous political ramifications — Western states pitted against Eastern ones, the smokestacks of the former damaging lakes in the East and in Canada and the high sulfur coal of the East vying in price with scarcer low-sulfur coal.

Nitrogen oxides from trucks, although the industry maintains their contribution is miniscule, have some impact, thus their inclusion along with diesel particulate standards because of the connection between NOx and diesel particulates.

The Ruckelshaus lengthy waiver document spells out all industry and California Air Resources Board arguments over diesel particulates, and concludes with EPA supporting California.

For example, industry says trap oxidizers — regardless of their merits—will not be commercially available by '85 model year. Not so, says CARB.

One by one, Ruckelshaus goes through the company arguments about models companies may have to drop from the rich California market. If Daimler-Benz cannot sell diesels weighing over 3,500 pounds, it can still sell smaller diesels and larger gasoline-powered cars. Even if GM cannot sell 5.7-liter and 6.2-liter engine families, hurting it especially in the light-truck areas, these engines represent only one percent and 37 percent of GM car and light truck sales in the state.

GM has two other diesel engine families to use in meeting '85 state standards even though they cannot be used in GM's biggest cars. As for VW's claims that its largest displacement diesels will be knocked out of the market, six '83 and '84 model engine families meet both '85 NOx and particulate standards.

As for Ford's assertion that it would have to drop its two diesel car engines planned for '85 models for large cars and light trucks, EPA says Ford can still sell a diesel line of light-duty trucks and all but its heaviest diesel cars.

Other makers, including Nissan, Toyota, Mitsubishi, BMW and Peugeot, also filed complaints but EPA says all these (except BMW, which now has certification testing underway) have already certified one engine family capable of staying in the state market.

EPA also rejects arguments by makers and their associations that California should set separate standards for cars and small, medium, and big trucks.

As for the availability of trap oxidizers, Ruckelshaus notes, EPA already found there was enough leadtime for its proposed standards.

New type of headlamp gets tentative approval

WASHINGTON. — A new General Motors-designed sealed-beam headlamp system, tentatively endorsed by NHTSA, offers improvements in lighting, aim, vehicle weight and streamlined design and could serve as the standard for future headlamp systems, according to the agency.

NHTSA has granted the petitions of GM and American Motors and has started rule-making on the four-lamp rectangular headlamps, known collectively as Type F, which are about half the size of the smallest headlamps currently permitted by law.

The Type F headlamps "offer the prospect of improved fuel economy through lighter vehicle weight and more aerodynamic front-end design," the agency said in its rulemaking petition on the 92-mm-x-150mm lights.

GM believes the Type F headlamps offer better upper-beam aiming characteristics than current rectangular sealed-headlamps — conclusions in which NHTSA tentatively concurs after discussing the matter with GM.

"In reviewing the lighting improvements offered by GM such as common aiming/seating planes, reduced sensitivity to horizontal mis-aim and improved total light output with little or no increase in glare, the question arises whether such improvements should be required on future headlamp systems," NHTSA said.

Therefore, the agency in this rulemaking seeks comments not only on the Type F headlamps, but on all headlamp systems.

"In making such comments, segregation of such comments on this petition and on future headlighting would help expedite the review of both," NHTSA said.

The agency is soliciting comments on the rulemaking proposal until May 30.

Record sales, profits compared for quarter

By Kathleen Hamilton
Financial Editor

The domestic auto industry recorded its highest quarterly sales and profits totals ever and set quarterly highs in both columns for the fourth consecutive quarter.

Combined net income for the Big Four last quarter was $3.22 billion, up 232 percent from the $970 million made in the first quarter of 1983.

Sales rose only 37 percent year to year, to $41.89 billion from $30.66 billion.

General Motors, Ford Motor Co. and Chrysler Corp. set any-quarter profits and sales records. Sales for American Motors, at $1.08 billion, were only a first-quarter record. Its all-time high was $1.10 billion, set in the final quarter of 1983.

That final quarter of 1983 was when the previous all-quarter records were set for both sales and profits. Combined net income was $2.20 billion; sales, $39.09 billion.

Traditionally, the second quarter of the year is the strongest period for auto sales and profits, and there is no reason to doubt U.S. auto makers will report even better numbers for this quarter.

Last quarter's profit was nearly a $4 billion turnaround from the corresponding period of 1982, when the auto industry reported a combined net loss of $74 million. And that loss was considerably less than the first-quarter losses of 1980 and 1981: $457 million and $591 million.

BIG FOUR FIRST-QUARTER RESULTS
(In Millions)

	Profits (Loss) 1984	Profits (Loss) 1983	Sales 1984	Sales 1983
American Motors*	$ 5	($ 66)	$ 1,083	$ 782
Chrysler Corp.	706	172	4,915	3,100
Ford Motor Co.	897	211	13,009	10,036
General Motors	1,614	653	22,886	16,744
INDUSTRY TOTAL	$3,222	$970	$41,893	$30,662

*AMC figure includes sales of AM General, sold in September, 1983. If restated to eliminate AM General, 1983 sales would be $637 million and 1983 industry total would be $30.517 billion.

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59th year — No. 5021

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But panic subsides at week's end

Brock touches off furor on quotas

Continued from Page 1

fourth year, which began in March, but the ceiling was raised to 1.85 million cars.

The House sponsor of the UAW's domestic-content legislation, New York Democrat Richard L. Ottinger, said he favors scrapping the quota arrangement in favor of his content bill.

He said import penetration had increased from 16.5 percent in 1979 to 22 percent in 1983, and that Japanese penetration of the American car market would jump to 35 or 40 percent if quotas were lifted.

He also said the quotas have failed to bring about competitive small-car manufacturing in the U. S.

"The American companies are meeting Japanese competition by moving their production overseas," he said. "General Motors alone, in its bid to import 300,000 Isuzus and Suzukis, would jeopardize the jobs of 71,400 American workers."

The UAW said 200,000 jobs would be lost and the Japanese market share could rise to 40 percent if the VRA is dropped.

Both Ford Motor Co. and Chrysler Corp. have said that if GM is allowed to import small cars from Japan, they will begin moving small-car production offshore. Ford already has plans to produce small Mazdas in Mexico. That could mean 50 percent of the U. S.-sold cars could be produced offshore, Bieber said.

"If Brock's view prevails, they won't be punishing General Motors for their excessive executive pay—they will be rewarding them, by making it possible for GM to import small cars from Japan and export American jobs," he said.

He criticized U. S. auto makers for not using some of the bonus money to, instead, reduce car prices.

High bonuses at Ford and GM will make bargaining with them this summer tougher, Bieber said. He said he is still hopeful a strike can be avoided.

Expected record second-quarter profits will "underline the belief that it is time for substantial (wage) increases," he said.

• GM said executive pay was actually 6 percent below the 1978 level if inflation is considered. It argued that compensation should have no bearing on trade negotiations. Removal of quotas instead "should be tied to removal of the nontariff barriers which restrict access of American products to Japanese markets," GM said.

EXECUTIVE COMPENSATION

	1983	1982	% Change
AMERICAN MOTORS			
Paul Tippett, chairman	$ 360,000	$376,536	— 4%
Jose J. Dedeurwaerder, president	250,000	248,738	0%
Jean-Marc Lepeu, vice president	210,000	80,480	16%
George A. Maddox, vice president	172,315	N.A.	
Joseph E. Cappy, group vice president	150,000	N.A.	
CHRYSLER CORP.*			
Lee A. Iacocca, chairman	475,308	365,676	30%
Bennett E. Bidwell,** executive vice president	415,069	N.A.	
Gerald Greenwald, vice chairman	351,254	252,352	39%
Harold K. Sperlich, president	327,169	255,470	28%
Stephan Sharf, executive vice president	275,633	229,180	20%
FORD MOTOR CO.			
Philip Caldwell, chairman	1,420,534	446,328	218%
Donald E. Petersen, president	1,113,256	366,427	204%
Harold A. Poling, executive vice president	924,890	282,917	227%
Will M. Caldwell, executive vice president	871,012	280,003	211%
Thomas C. Page, executive vice president	721,150	252,280	186%
GENERAL MOTORS CORP.			
Roger B. Smith, chairman	1,511,584	565,134	167%
F. James McDonald, president	1,345,233	498,184	171%
Howard H. Kehrl, vice chairman	1,252,322	462,134	171%
Reuben R. Jensen, executive vice president	1,104,849	410,634	169%
F. Alan Smith, executive vice president	1,019,449	307,634	231%

* Chrysler 1983 compensation figures incomplete. Stockholders will be asked to approve a bonus payment plan at annual meeting.

**Includes one-time payment equal to amount Bidwell forfeited from former employers by joining Chrysler.

NOTE: Compensation figures include salary, stock and cash bonuses awarded for 1983 and benefits listed in proxy statements. They do not include stock options, granted to all executives listed except for Ford officials. Income generated from the exercise of stock options or stock appreciation rights is not included.

Ford has invested $10 billion in machinery and $7 billion in R&D in the U. S. during the restraint period, Chairman Philip Caldwell said.

"It is surely too soon to give the game away," he said. "When the patient is just recovering from pneumonia, it doesn't make much sense to open the windows and let the cold air blow in."

The industry's problems aren't over, and they can't be solved by mediocre management, he said. Bonuses are necessary to attract and keep good management, he said.

Ford's bonus plan has been in effect 29 years, so the 1983 bonuses "were not a sudden raid on the company's treasury." They were simply the first bonuses in four years, because bonuses are paid only in profitable years, Caldwell said.

Chrysler shareholders have not yet approved a bonus plan for executives for 1983. But its executives have been the most outspoken on the need to continue quotas until taxation and currency barriers are lifted.

"We are surprised our chief trade negotiator would throw away a bargaining chip like the import restraints," Chrysler said. "That is no way to represent American interest abroad or at home."

American Motors refused to comment, saying it expects the debate to continue for another 11 months, when the quota agreement will expire.

Even if quotas are lifted, auto analyst Arthur Davis, of Prescott, Ball & Turben, expects the Japanese Government to closely monitor auto exports to the U. S., in effect maintaining an informal quota.

• The Japanese share will not shoot up suddenly because inventories have to be rebuilt and because of price competition from domestic small cars, he said.

Other analysts agreed. Thomas F. O'Grady, director of automotive services at Chase Econometrics, predicted an unrestrained market would find an import share of about 30 percent.

David Healy, of Drexel Burnham Lambert, said the Japanese share would be 23 to 24 percent, the total import share 29 to 30 percent. The market demand for larger cars will limit a Japanese surge, he said.

Robert McElwaine, president of the American International Automobile Dealers Assn., said that if the record profits, "exorbitant" bonuses and anticipated high wage demands are the result of the quotas, than the Administration should remove the limits now.

Meluzio is sole owner

YORK, Pa. — Don Meluzio has become sole owner of York Chrysler-Plymouth here. He invested in the dealership in 1980 under the Chrysler Marketing Investment Program.

PAYING OFF THE BRASS

	Executive Compensation			Executive Compensation Per Vehicle			Executive Compensation Per Employe		
	1983	1982	% Change	1983	1982	% Change	1983	1982	% Change
AMERICAN MOTORS									
Top 5 executives	$ 1,135,415	$ 1,219,597	— 8%	$2.96	$4.26	— 31%	$ 43.84	$50.19	+ 13%
Top 22 executives	3,114,440	N.A.	N.A.	8.12	N.A.	N.A.	120.25	N.A.	N.A.
CHRYSLER CORP. (Incomplete; See Note 1.)									
Top 5 executives	1,844,433	1,303,403	+ 42%	1.23	1.10	— 12%	22.64	17.68	— 28%
Top 33 executives	6,083,894	N.A.	N.A.	4.07	N.A.	N.A.	74.67	N.A.	N.A.
FORD MOTOR CO.									
Top 5 executives	5,050,842	1,627,955	+210%	1.02	3.81	+ 73%	13.29	4.29	+210%
Top 45 executives	22,349,904	N.A.	N.A.	4.53	N.A.	N.A.	58.80	N.A.	N.A.
GENERAL MOTORS									
Top 5 executives	8,233,437	2,243,720	+178%	0.80	0.36	+122%	9.02	3.42	+164%
Top executives	29,614,327	10,119,771	+193%	3.81	1.62	+135%	42.86	15.40	+178%

NOTES:

(1)—Executive compensation includes salaries, stock and cash bonuses and benefits other than retirement. It does not include stock options, which were granted by all auto makers except Ford. Chrysler stockholders have not yet approved executive bonus package.

(2)—Employe figures used in computation are average employment levels for the years, with the exception of AMC. Its year-end employment level has been used.

(3)—GM figures represent compensation for 55 executives in 1983, 57 in 1982. Proxy statements of other makers don't break out comparable figures for 1982.

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Dressing up

Ford's Thunderbird is dressed up with nose cover, rocker panels and rear spoiler molded from Union Carbide RIM urethane elastomers by Zefflamp Industries, Inc. The parts comprise the Thunderbird Dress Up Kit designed and marketed by Spoilers Plus, Blauvelt, N. Y.

Unhappy diesel owners unite, plan to give GM their terms

By Richard Johnson
Staff Writer

Four consumer groups that were formed to represent unhappy owners of General Motors diesel cars have united under one name and are preparing a letter to the corporation setting ground rules for future settlement negotiations.

The four groups are the Chicago-based General Motors Diesel Users Demanding Satisfaction (GM-DUDS), Lemon-On-Wheels from the New York area, the Seattle-based Consumers Against General Motors and Disgruntled Diesel Owners (D-DOG), of Virginia.

During a recent meeting in Reno, the organizations linked their efforts under the name GM Consumer Group, Intl. Buddy Finkelberg, head of GM-DUDS, said the association represents about 47,000 "card-carrying" members of the four regional groups and about 70,000 diesel owners who are in contact with the organizations.

"The intent is to share the wealth of knowledge we all have and give direction to one another," said Finkelberg. "The executives of each local group will serve on the board of directors."

Customer dissatisfaction stems from Oldsmobile's 5.7- liter, V-8 diesel engine installed in Oldsmobile, Cadillac, Chevrolet, Pontiac and Buick models from 1978 through 1981. Owners have alleged a variety of mechanical problems and filed numerous lawsuits against GM, including several class actions.

The four organizations are in various stages of negotiation with GM.

However, GM-DUDS recently broke off talks with the corporation, claiming GM reneged on a promise to compensate for lost cash value and provide an extended warranty. GM spokesmen have denied that cash reimbursement of any lost value or extended warranties were part of their agreement.

The issue of resale value has been the most significant bone of contention between owner groups and the corporation. Finkelberg said a letter being composed by the new group's attorneys seeks to discuss reimbursement for loss of value, extended warranties and reimbursement for repairs.

Finkelberg said the new organization plans "a national promotion" if GM does not proceed with what he termed "fair" negotiations by "late May or early June." He declined to offer details of the promotion.

The FTC last fall approved a nationwide arbitration program to settle owner disputes arising from the V-8 diesel and GM gasoline engine and transmission problems. Rulings by Better Business Bureau arbitrators are binding on the corporation, but not on car owners.

Illinois Sunday close upheld; some dealers continue fight

CHICAGO. — A group of dealers interested in doing business on Sundays is challenging a recent Illinois Supreme Court ruling that upheld a "blue law" prohibiting Sunday auto sales in that state.

The law became effective Jan. 1, 1983, but has not been enforced because the case was on appeal.

Attorney Robert E. Gordon, representing a group of about eight dealers doing business on Sundays, said he will first challenge the law by asking for a rehearing, then will take it to the U. S. Supreme Court.

The dealers earlier challenged the law mandating Sunday dealer closings on grounds it discriminated against a particular type of business. Their challenge, upheld by a Circuit Court ruling was overturned.

The Sunday-closing law in its most recent form was initiated by Illinois auto dealer groups representing some 2,000 members, said Dennis M. O'Keefe, attorney for the Chicago Automobile Trade Assn. and the Illinois New Car and Truck Dealers Assn.

An earlier, 1962 Illinois law prohibiting Sunday car sales was overuled by the state's Supreme Court. O'Keefe said about a dozen such state laws have been ruled constitutional; another half dozen have been overturned at the state level. None has been heard by the U. S. Supreme Court, he said.

Company plans better communication with dealers

Rolls-Royce sees 15 pct. sales gain

By John A. Russell
New York Staff Writer

LYNDHURST, N.J. — Anticipating a 15-percent sales increase in 1984, Rolls-Royce Motors, Inc., is taking steps to ensure continued growth by increasing the sales of communication with its dealer body.

Robert Schwartz, recently appointed executive vice president of the company, said that this communication would be a key to Rolls-Royce's planning for the U.S. market.

Schwartz, who assumed his post several months ago, was formerly vice president for North American sales at American Motors.

After coming off a relatively poor 1982, the company rebounded in 1983 to a 15-percent sales increase to 1,050 units. Schwartz expects 1984 to show another 15-percent gain.

But this is not the same market as it was five years ago. For Rolls-Royce, two changes have occurred. The model mix now is dominated by the larger, more expensive ($108,000) Silver Spur and the Rolls-Royce buyer is changing.

As for the model mix, Schwartz said this has been gradually shifting over the past several years until it reached 60 percent Spurs to 40 percent Spirits. At $98,000, the Silver Spirit once led sales for Rolls-Royce in the U.S. with percentages exactly the opposite of today.

But, Schwartz said, "Americans are the kind of customers who want the larger cars" and the extra four inches on the Spur plus several more luxury items seems to be the attraction.

Today, the Rolls-Royce customers are younger, still as affluent, but expecting to have their purchases justified in their minds. In addition, 12 percent are women.

The median age of buyers has dropped considerably over the past several years. Once it was in the mid-50s and today it is in the mid-40s, Schwartz said.

Consumer attitudes also have changed in the past five years.

Rolls-Royce over the years has appealed to the status-consciousness of its customers by bluntly stating that Rolls-Royce cars are the best. Now, however, customers want to see reasons to back up those statements, Schwartz said.

Consequently, Rolls-Royce developed more of a technical advertising campaign explaining the craftsmanship involved in building each automobile. Here, individual craftsman are featured in the copy to stress the technical points.

Schwartz is most adamant on one fact: Rolls-Royce is part of the auto business, not apart from it.

The company faces many of the same problems other manufacturers and importers confront, though on a different scale, he said.

Communication with the 70 dealers is high on his list of priorities.

A dealer meeting has been scheduled for the spring to explain the advertising and marketing strategy now under development.

In line with this, Schwartz said the company would be attending the NADA convention next year, as it did this year, and he also is planning a dealer announcement for new models in December.

Rolls-Royce has not been involved with these types of actions on a regular basis in the past. Schwartz said, "we have to be closer to the dealer organization so we can do it together."

Also, he is planning to take dealers to the factory at Crewe, England, so they can see how the cars are built. Once the dealers see "how it (Rolls-Royce) is different" they can "tell people the difference," he said.

The U.S. market is being emphasized by the factory, he said, since it accounts for 50 percent of Rolls-Royce production. The models now offered in the U.S. are better tuned to the desires of the U.S. buyer, he said, and this will continue.

He is also stressing service and parts. Schwartz said today parts can be obtained overnight and service is being emphasized throughout the organization.

Rolls-Royce intends to hold the line on prices for as long as possible, according to Schwartz. There was not a price increase for 1984 and in 1983 the company had a price reduction. The goal in holding the line on pricing is to expand the market, he said.

Longer rebuttal period set on used-car rule

WASHINGTON. — An extra rebuttal period is being offered by the FTC for the public to comment on NADA's cost-benefit study of the still pending used-car rule. Closing date is May 14.

The decision already has been delayed beyond the usual rebuttal period.

Honda to give up production of midget van, truck

TOKYO.—Honda plans to end production of its TN Acty 550-cc van and truck and subcontract the job to one of its suppliers instead.

Yachio Industry has concluded a deal with Honda under which it will build the midgets starting in the summer of 1985, thus freeing up some extra capacity for Honda's other models at the Suzuka factory.

Yachio is now making three-wheeled cycles, fuel tanks, air cleaners and some minor assemblies for Honda motorcycles. It is investing $40 million in its Yokkaichi plant.

To build the vans at a rate of 10,000-12,000 a month, a body welding shop, paint shop and final assembly shop are to be built covering 400,000 square feet. Honda will supply the pressings and the engines and transmissions.

The timing of the move is significant. By the summer of 1985, Honda will want to install tooling for the XX executive car developed jointly by Honda and BL in time for production to start in 1986.

Whether the XX car will be built at Sayama or Suzuka is not yet known, but the move will give Honda sorely needed capacity.

'Hands-free' cellular phone offered on 1984 Mark VII

DETROIT. — Lincoln-Mercury customers now may order factory-installed "hands-free" cellular mobile telephones on the '84 Continental Mark VII.

The option is priced at $3,700.

The phone system permits persons, after dialing, to talk through a microphone concealed in the headlining of the car and to listen through the car's regular sound system speakers. The driver may talk while keeping both hands on the steering wheel.

The "hands-free" feature ensures that all who ride in the car may talk through the omnidirectional speaker and all who ride may listen.

The phone's dialing buttons are integrated into the Mark VII's console between the two front seats. The only indication that there is a mobile phone in the car is the short pigtail antenna on the deck lid.

Drivers who wish traditional telephone calling or who wish privacy in listening may use a handset integrated into the car's console.

Robert L. Rewey, L-M general manager, said, "As the new mobile phone market takes shape, we plan to offer the 'hands-free' phone on other L-M products."

The telephone is designed to work with cities offering the cellular mobile radio system—to date, Chicago, Washington, Baltimore, Indianapolis and Milwaukee.

Scheduled to be in service by the end of 1984 are Atlanta, Boston, Buffalo, Cincinnati, Cleveland, Dallas, Denver, Detroit, Houston, Kansas City, Los Angeles, Miami, New Orleans, New York, Philadelphia, Phoenix, Pittsburgh, St. Louis, San Francisco, Seattle and Tampa.

The mobile telephone hardware is being supplied by Motorola, Inc.

No hands!

The '84 Continental Mark VII cellular mobile telephone concept car features "hands-free" operation. Driver speaks into a hidden microphone in the headlining of the car and listens through the car's regular entertainment system speakers.

IMPORT SALES BY MODEL

	March, 1984	March, 1983	3 Months, 1984	3 Months, 1983
Alfa Romeo	341	320	709	609
Audi	6,634	3,651	17,296	9,293
4000	1,526	985	3,790	2,556
4000d	.....	170	.....	532
5000S	4,076	1,151	9,912	3,045
5000d/td	.....	725	.....	1,520
5000 S turbo gas	411	253	1,715	670
Coupe	329	261	899	793
Quattro	1	73	8	177
4000 S Quattro	291	.....	972	.....
Tourist	.....	33	.....	50
BMW	5,890	4,707	15,395	12,607
325e	420	.....	420	.....
318/320	3,281	2,574	9,198	7,540
528/533	1,322	1,378	3,209	3,304
633	272	250	711	585
733	595	505	1,857	1,178
Chrysler/Mitsubishi	6,624	8,885	22,471	22,980
Colt	5,159	6,204	17,239	16,399
Conquest/Sapporo/Challenger	688	2,681	2,273	6,581
Vista	777	.....	2,959	.....
Fiat	.....	300	.....	1,276
Honda	36,592	29,958	103,842	88,416
Civic	12,034	12,241	34,335	37,616
Civic CRX	3,495	.....	10,529	.....
Accord	13,841	17,694	39,755	50,418
Prelude	7,222	23	19,223	382
Isuzu	1,014	3,023	3,669	5,668
I-Mark	228	3,023	1,091	5,668
Impulse	786	.....	2,578	.....
Jaguar	1,786	1,441	3,871	2,958
XJ6	1,507	1,164	3,337	2,435
XJS	279	277	534	523
Lancia	.....	30	.....	175
Mazda	14,930	18,196	40,424	45,483
GLC	4,018	5,432	10,424	12,528
626	6,149	6,766	16,800	18,818
RX-7	4,763	5,998	13,200	14,137
Mercedes-Benz	7,947	6,954	20,584	16,013
190D	534	.....	1,993	.....
190E	1,495	.....	3,294	.....
240D	2	1,373	15	3,071
300D	1,675	1,843	4,291	4,291
300CD	167	166	399	406
300TD	244	230	685	608
300SD	1,608	1,681	4,214	3,727
380SE	614	.....	1,559	.....
500/380SEL	431	493	1,128	1,272
380SL/SLC	977	975	2,496	2,204
500/380SEC	200	193	510	434
Mitsubishi	3,304	3,222	9,887	7,091
Starion	719	544	2,003	1,266
Cordia	1,190	1,336	3,985	3,004
Tredia	1,395	1,342	3,989	2,821
Nissan	43,024	49,223	115,116	135,733
210	.....	48	.....	290
Sentra	16,060	19,672	47,208	56,883
310	.....	342	1	1,566
Pulsar	3,429	5,404	9,182	15,131
Stanza	3,563	5,267	11,704	14,730
Maxima	5,666	6,163	14,955	16,404
200SX	6,819	4,556	11,357	11,513
300ZX/280ZX	7,191	7,258	19,476	18,025
Hawaii	296	513	1,233	1,191
Peugeot	1,672	1,613	4,691	3,724
Porsche	2,319	1,980	6,271	4,940
944	1,445	1,024	3,987	2,524
911SC	612	631	1,606	1,502
928	262	273	678	805
Tourist	.....	51	.....	111
Renault	1,123	2,422	3,255	5,930
LeCar	.....	1,231	.....	2,672
18i	135	303	338	721
Fuego	988	888	2,917	2,537
Saab	3,279	2,245	8,415	5,999
900	840	572	2,234	1,504
900S	999	588	2,433	1,484
Turbo	1,388	1,066	3,580	2,954
Tourist	52	19	168	67
Subaru	11,637	14,383	38,511	38,642
Toyota	39,274	51,505	119,145	135,954
Starlet	7	990	257	3,189
Corolla	10,935	13,290	33,937	35,899
Tercel	6,650	14,996	22,027	42,865
Celica	7,097	10,240	20,064	28,255
Supra	2,115	3,299	6,383	8,616
Camry	6,612	4,180	17,736	4,676
Corona	.....	2	.....	12
Cressida	2,816	3,664	8,217	9,843
Land Cruiser	181	435	401	1,360
VanWagon	2,301	.....	7,866	.....
Hawaii	560	409	2,257	1,239
Volkswagen	10,487	8,140	28,176	20,733
Rabbit Convertible	1,015	1,325	2,559	2,949
Jetta	4,090	1,949	11,938	4,993
Vanagon	1,742	1,363	4,792	3,681
Quantum	1,536	1,818	4,064	4,619
Scirocco	2,104	1,685	4,823	4,495
Volvo	9,742	8,265	27,238	22,931
DL	4,650	4,040	13,097	11,592
GL	2,681	1,639	7,328	4,604
GLT/Turbo	841	1,098	2,841	3,191
GLE	.....	25	.....	161
DL/GL Diesel	333	462	966	1,562
Coupe	.....	2	.....	6
760 (gas)	591	582	1,564	873
760 TurboDiesel	319	216	874	512
Tourist	327	201	568	431
TOTAL	207,619	220,479	588,966	587,196